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BY GEORGE AND FREDERICK W. WOODRUFF



# South American Impressions



BEING A SERIES OF NEWSPAPER ARTICLES

WRITTEN BY

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SPECIAL CORRESPONDENTS

OF



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# THE CARIBBEAN SEA

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## And Something of the History of South America.

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Colon, Panama, August, 1910.—For many years after the discovery of America it was thought that the West Indies and South America were far more valuable than North America, and as a result the energies of all the great nations of Europe were put forth in an effort to obtain a foothold in this part of the world. However, at this time Spain was the predominating power in the world and as she had been the pioneer in the discovery and preliminary exploration of the West Indies, she naturally was the first to hear of the great riches of the west coast of South America.

At this time, practically all of the West Indies were under the Spanish flag and Castillian expeditions were fitted out for the purpose of crossing the Isthmus of Panama and proceeding as far south as Peru. This they did, finding there not only gold and treasure, but also the wonderful civilization of the Incas. The Inca empire was one of the greatest semi-savage civilizations the world had ever seen, and the arts and agriculture of these people were a great revelation to the Spaniards.

Instead of accepting the friendship and hospitality of the Incas, the Spaniards, true to their ideas of conquest and colonization proceeded to exterminate this great people and finally succeeded in reducing the whole west coast of South America to a state of servitude. The same methods were eventually employed in other parts of the continent and the whole of South America and the greater part of the West Indies fell under the ab-

solute sway of Spain.

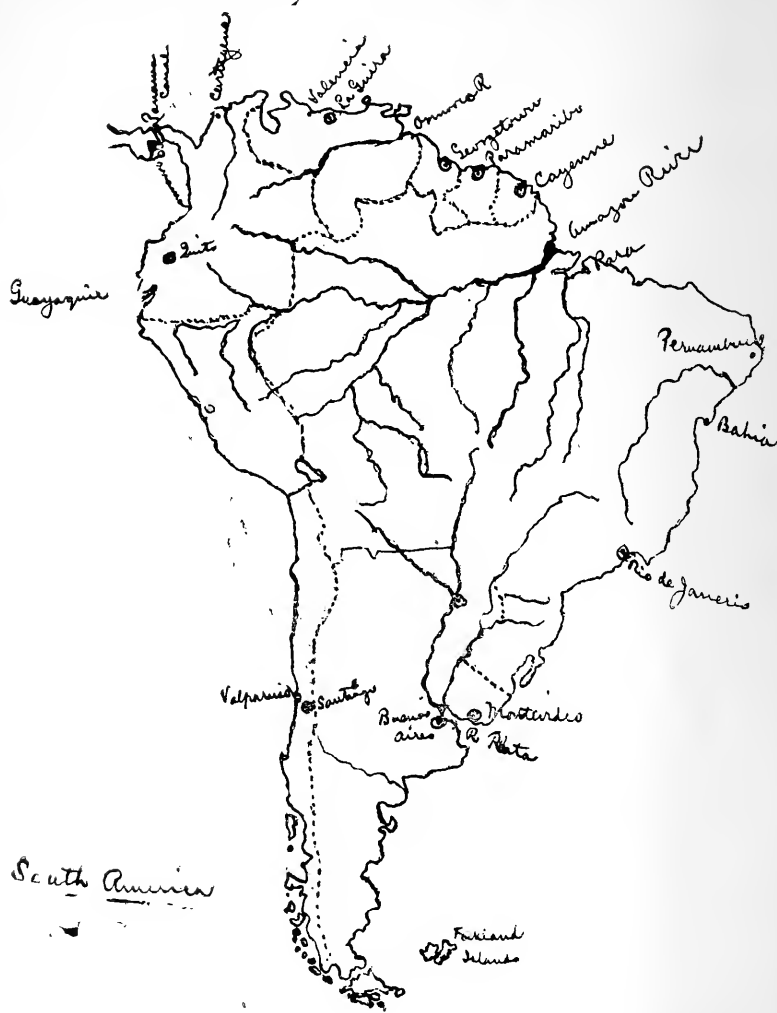
In Brazil, however, Spanish power was early wrested away by Portugal but her colonial policy was not unlike that of Spain and at the beginning of the 19th century all of South America was under the harsh rule of Spain and Portugal, the resources of the land were exploited for the sole benefit of the mother countries and the people were largely reduced to a state of serfdom.

Shortly after the year 1800, discontent had grown to open dissention and for the next twenty years the continent was torn by revolutions. Finally, there appeared in Venezuela a wealthy young man of education and attainments, Simon Bolivar by name, destined to be known as "The Liberator." After several years of strife, he succeeded in driving the Spanish power out of Venezuela and Columbia and established the independence of those countries.

He then marched to Equador and freed that country and then proceeded on to Peru, where, after desperate fighting he succeeded in establishing independence. One of his generals then proceeded to Bolivia and liberated that nation from Spanish rule.

In the meantime, the Argentine states and Chili had thrown off the yoke of Spain and shortly afterward a bloodless revolution made Paraguay an independent state and a treaty between Buenos Ayres and Brazil established Uruguay as a republic. Thus by 1830, all of South America was under a Republican form of government except the three colonies of British,

olution. The population has not been made up of the elements that have made North America, but has been composed



of the descendants of Spaniards, Indians, and some Negroes and the feelings of unrest, cruelty and degrada-

tion that have characterized the Spaniard everywhere have come prominently forward in South America, and until the end of the nineteenth century revolution has followed revolution and South America has been drenched with blood and development and progress have been throttled.

Of late years, European and American immigration has had a beneficial effect on the various republics and the governments of those to the south particularly, have become much more stable and agriculture and trade have gone forward with great bounds. In the north, conditions are still very unsettled and the wonderful natural resources of the country are consequently at the present time, practically untouched.

The approach to the Caribbean Sea or "American Mediterranean," from New York is heralded by the appearance on either side of the ship of the numerous Bahama Islands which are scattered along for a considerable distance before the windward passage is reached where the traveler gets his first sight of the greater Antilles, the beautiful mountainous shores of Cuba lying to the right, and in the very far distance the hazy outline of Haiti appearing to the left.

Ahead is the warm blue Caribbean shut in on the north by the greater Antilles, guarded at the east by the lesser Antilles, and flanked on the south and west by South America and Central America.

Cuba, Porto Rico and Santo Domingo are well known to the readers of the Herald, and their attractive climate, semi-tropical vegetation and odd customs have brought them many American visitors since the war times of 1898.

Jamaica, which lies south of Cuba, in the course of the ships from New York to Panama, is not so well known to Americans. It belongs to Great Britain and is a most attractive winter resort. Rising somewhat back from the shore are the beautiful Blue Mountains and the climate and quaintness of the country appeal strongly to the visitor. Odd buildings, good roads, cleanliness, strange customs and dusky faces greet the newcomer on all sides, and make of

Jamaica a most pleasant little island to visit. Many miles to the east lie those wonderful little islands known as the lesser Antilles. Among them are found the familiar names of Antigua, Guadeloupe, Dominica, Martinique, Barbadoes and Grenada.

These are the islands which a century or so ago were looked upon as the richest in the world and over which wars were waged and around which great struggles took place.

From these little islands came such men as Alexander Hamilton and Dumas and here was born in the shadow of the world famous tropical garden of Martinique, the Empress Josephine. Here George Washington visited and from these islands emanated the highest western civilization of those times. Every inch of land was then cultivated and the great sugar estates brought huge riches to their owners in England and elsewhere.

Now everything is changed. The wonderful climate is still there, the tropical vegetation still covers the valleys and mountains, but the garden of Martinique is overgrown, the cane fields have turned back into jungle, the great English homes are crumbling, the people are poor, and civilization does not emanate from there any more. And all of this because the slaves were freed and because the United States placed a tariff on sugar. It is doubtless a fact that if these islands belonged to the United States and their products were entered free of duty, much of the old time prosperity would return and the superstitions and voodooism of the negroes would be replaced by the civilization and modern methods of America.

To the south of the Caribbean lie Venezuela and Columbia, both vast countries of tremendous natural resources, but possessing governments that are a disgrace to the civilized world. Venezuela is drained by the great Orinoco river, and contains great mineral wealth in its mountains and great opportunities for agricultural development on its plains and plateaus. Its chief city is Caracas, located among the mountains twenty-two miles from the sea, and reached by a wonderful scenic railroad. Car-

acas was destroyed by an earthquake early in the last century, and has been rebuilt along modern lines and is now a beautiful and attractive city. However, it is the only city of any importance in all Venezuela.

The Republic of Columbia is a rich country which is cursed with a corrupt government and wretched sanitary condition. Its mineral wealth is enormous, but as yet not thoroughly developed, and its opportunities for agriculture are great on its plains or "llanos."

Bogota is the chief city and only place of any great importance in the country. It is beautifully located among the mountains and has a pleasant climate. It is fairly well constructed and has a number of modern conveniences, among which is a street railroad operated by Americans. Owing to the Columbians' hatred of the United States, since Panama became independent, they will not ride on the American street car system, and at present are boycotting anything and everything American.

The Caribbean is bounded on the west by Mexico, which is, of course, well known to Americans, and by the Central American republics, which are never free from revolution long enough for any great progress to be made in them. As the ship from New York sails south from Jamaica through a climate not so warm in August as New York or Chicago, it approaches the isthmus of Panama and the blue seas, flying fish and great southern cross just above the horizon all tell the voyager that he is in southern seas. Gradually the outline of the coast of Panama appears and the blue waters blend into a band of light green next to the beach and the palm trees and jungle of the tropics appear on the sides and tops of the cliffs.

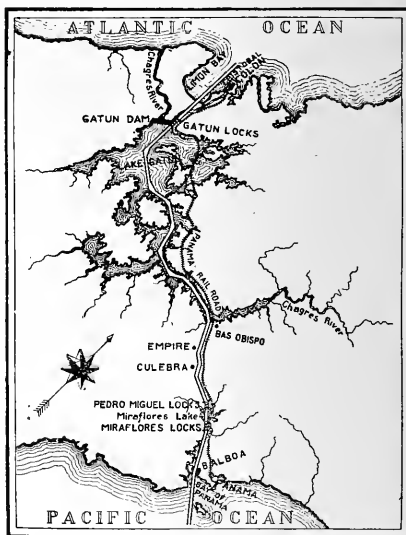
Rounding a sharp point the harbor of Colon stretches out in front and the stars and stripes are seen floating over the entrance to the great Panama canal.

### THE PANAMA CANAL.

Panama, August, 1910.—When the good ship Colon pulled up to the wharf at Cristobal, Panama, our eyes fell upon a palm-lined avenue, on both sides of which had been constructed houses which looked like

huge bird cages, and which had been built by the United States government to house the men who are working on the great Panama canal. These buildings are all elevated on stilts and each story is surrounded by a balcony, and the whole house is screened in with wire mosquito netting.

All of these peculiar arrangements have been made in order to help maintain a sanitary condition in the isthmus, and all of the buildings and streets in Cristobal and its neighbor-



ROUTE OF PANAMA CANAL.

ing city of Colon show the strictest attention to cleanliness and artistic care.

Looking upon the hillside above the town of Cristobal over towards the entrance to the canal, we saw the great statue of DeLesseps in front of the building known as DeLesseps's Palace. This sight recalls to the mind of every visitor the history of Count Ferdinand DeLesseps, who came to the isthmus in 1882 expecting to dig the canal.

DeLesseps had finished the task of building the Suez Canal between the Mediterranean and the Red Seas, thus shortening the route to the Orient



by the thousands of miles around Africa, and he was eager to attempt the conquest of the greatest barrier to trade in the new world, the Isthmus of Panama. He figured that he could dig the canal in a period of eight



**A BLAST ON THE CANAL.**

years at a cost of \$214,000,000, and knowing of the tremendous financial success of the Suez canal, which by the way cost \$100,000,000, every working man and peasant in France invested his life savings in the shares of the French Panama Canal Company.

This was the beginning of one of the most stupendous business failures in all history. It is true that DeLesseps had dug the Suez Canal through the low level sands of the Isthmus of Suez, but a canal cut through the solid rock of the Isthmus of Panama was a different proposition.

The story of the ten years occupation of Panama by the French is one round of horrors. The engineering difficulties were far greater than DeLesseps had dreamed of. Furthermore, millions of dollars worth of French machines were strewn along the banks of the canal without ever having been set up for use, the only

object of buying the machines being to plunder the company's treasury.

The men began to die by the thousands of yellow fever, plague and smallpox, and Panama became the worst center of disease and death in the whole world. At the end of the ten years, the French company went down with a crash that was felt in almost every family in France. It was found that about \$300,000,000 had been spent and the canal was less than two-fifths finished. The officers and important men in the company had stolen over a hundred million dollars and wasted almost that much more, and the poor people of France had lost their savings of a life time. The French had failed, and the Isthmus of Panama remained a barrier to the trade of the world, to be conquered by greater men of a greater nation.

It will be recalled by the readers of the Herald that in 1903, President Roosevelt took active steps leading toward the construction of a canal at Panama by the United States government. A short time thereafter, the Republic of Panama having become an independent nation, the United States entered into an arrangement permitting the construction of the waterway. All of the rights and property of the old French canal company were purchased for forty million dollars, and ten million dollars was paid to Panama for permission for the United States to govern a strip of land fifty miles long and ten miles wide across the isthmus between the cities of Colon and Panama. This strip is known as the Canal Zone, and is under the absolute control of the United States government.

The first great problem to be met was that of disease. Since the days of Columbus the Isthmus of Panama had been afflicted with yellow fever and plague and it meant certain failure to begin work on the canal until such conditions were changed.

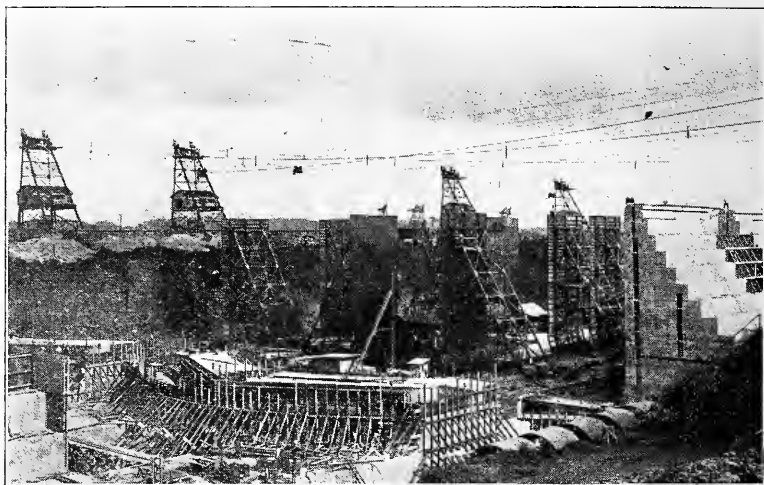
Colonel W. C. Gorgas was made chief sanitary officer of the Canal Zone, with instructions to clean it up and make it a fit place for white men to live in. Now Colonel Gorgas was the man who stamped out yellow fever in Havana, Cuba, through the ex-

termination of the mosquitos, and he knew his business thoroughly. For two years he worked with a large force of men killing the rats that carry the plague, draining the swamps, and killing the mosquitos with crude oil. The streets were paved with brick and good water and drainage systems installed, and today the death rate in the Canal Zone is lower than in New York City.

As we wandered about Cristobal waiting for a train to take us out

mer resorts.

August being one of the months in the rainy season we experienced frequent hard showers and occasional severe thunder storms. However, these rains lasted but a short time, and we soon became used to them. Although the nights are very comfortable because they are so cool, nevertheless they are very damp, and everything not placed out of reach of the outdoor air will be found to be wet in the morning.



THE GATUN LOCKS.

across the Canal Zone, we met many of the mosquito oil men. It is their duty to see that all tall grass is cut and burned and that every drop of stagnant water on the isthmus is covered with mosquito oil. As we passed by a little Panamanian hut, the interior of which had been made germ proof by Uncle Sam's wall paper brigade, one of the natives threw a bucket of water out of the side window and before the water had hardly touched the ground, the oil men had fixed it so that no mosquito could live near it.

We had expected to find Panama exceedingly warm, but were surprised to find that in the middle of the day it was not as warm as in New York, and that at night it was always as cool as at one of our American sum-

The little profile of the canal which accompanies this article will give a fair idea of the manner in which it is being constructed. Starting at the left of the profile from the Atlantic Ocean, the channel of the canal is dug at sea level for a distance of about eight miles to Gatun, where the great dam is being built to catch the water of the Chagres river and form Gatun Lake. This dam is a huge structure almost a half mile thick at its base, and four hundred feet thick at the surface of the water. It is a mile and a half in length and rises to a height of over one hundred feet above the sea level.

In the center of the dam will be a spillway lined with concrete, and so arranged with gates that the height of the water in the lake may be reg-

ulated. The water level in the lake above this dam will be eighty-five feet above the level of the canal below the dam, and it is so arranged that the largest ocean liners will be lifted this eighty-five feet by means of a flight of the three largest locks ever constructed. These locks are each one thousand feet long and one hundred and ten feet wide, and it is estimated that four million five hundred thousand barrels of Portland cement will be used in the construction of these and the locks at the other end of the canal. It is the intention of the government engineers to develop the water power and operate the big locks by electric power generated from water turbines in the dam, and this electric power will also be used to tow the ships in and out of the locks.

Standing on Gatun dam and looking on up the canal, one will see a broad artificial lake which will flood an area of over one hundred and fifty square miles and through which the largest ships may sail at full speed along a course marked by buoys for a distance of twenty-four miles to Bas Obispo. This lake has not been filled as yet, but it is estimated that it will take at least a year to fill it after the spillway in the Gatun dam has been closed.

There are many natives living in the valleys which are to be flooded, and although the government is using every effort to warn them, it is certain that some of them will be drowned when the waters of the lake begin to rise.

From Bas Obispo to Pedro Miguel is what is known as the great Culebra cut. It was this cut of nine miles through the solid rock and sliding earth that finished the old French Canal company, and has also presented the greatest difficulties to our own engineers, but with all its difficulties and, notwithstanding the fact that such a cut has never before been attempted in the history of the world, every day sees the channel sink deeper and deeper into the heart of the mountain.

As one stands in the center of this great channel which is being hewn straight through the backbone of the Isthmus, and looks up on either side at the miles of earth and rock which

have been cut and blasted away, and as one's eyes are lowered to the base of the cut where the powerful steam shovels are eating their way toward the level of Gatun Lake, a great charge of several tons of dynamite sets the earth to swaying and the conviction grows strong that in 1915 American ships will be sailing through Culebra cut on their way to the Pacific.

At Pedro Miguel, which as we have said, is the Pacific end of the Culebra cut, the ships will be lowered a distance of thirty feet to another small artificial lake about a mile and a half in length. This lake is about fifty-five feet above the level of the Pacific Ocean, and when the ship has sailed the length of it to Miraflores, it again passes through a flight of two locks and is lowered into a sea level channel through which it sails for a distance of eight miles and emerges into the calm, deep waters of the Pacific Ocean.

It will have traveled a distance of about fifty miles from the deep waters of the Atlantic to the deep waters of the Pacific, and the time required to pass through the canal will have been about twelve hours. Today it takes a ship about two months to sail from Colon to Panama around South America. In 1915 it can do the same thing in twelve hours.

Having finally gotten on board the train at Cristobal, we started on an inspection tour of the canal. For eight miles the train ran through the most beautiful tropical vegetation and jungles, surrounded on all sides by great swamps and huge palms. The tops of the trees were filled with tangled vines and clinging all over their branches were orchids, which grow as parasites.

Shortly before arriving at Gatun we crossed the famous black swamp and our train hardly moved as we went across this dangerous part of the route. Here it was that the bottom seemed to fall out when the engineers were constructing the railroad, and thousands of tons of scrap iron and waste material were dumped into the quick sands before the railroad could be constructed. Several times during recent years the roadbed has disappeared at this point,

and it has been necessary to reconstruct it.

Arriving at Gatun a scene of great activity met our eyes. The huge dam which blocks up the end of the valley is three-quarters completed, and the great white concrete locks are fully half done. On every side is heard the rush of steam and the groans of great steam shovels and cranes, and down in the channel men are as thick as ants.

The view from the Gatun railroad station shows plainly the genius and power of the great American nation, for no such sight has ever been wit-

a number of these workmen we swapped Chinese yarns and told each other of many experiences that had happened to us over there and of a great many that hadn't.

About 34,000 of the workmen are negroes from the West Indies, together with a few Spanish and Italian laborers. These men are all paid in Panama silver, and are therefore known as "silver men." The United States government furnishes sanitary dwellings free of charge to the men. These houses are in most cases well furnished, and it is not uncommon to find a piano in the living room of the



THE CULEBRA CUT.

nessed on earth before.

After leaving Gatun and traveling on across the canal zone, stops were made at the various construction camps, each one of which resembles a little town. Living in these towns are the men who are digging the canal. About 5,500 of these men are Americans, who are paid in American gold, and are consequently known as "gold men." We were interested to learn that a large part of the American army that fought at Pekin, China, in 1900, came down to Panama, and are working on the canal. With

higher salaried men. Wherever a piano is seen, there will be an electric wire running to it, and an electric light burning inside of it. This is done to keep the piano dry, as the climate is so damp that a piano would be ruined in a short time if some heat were not applied to it at all times. Each house also has a "dry room," which is fitted up with electric lights and used to store clothes and other articles which must be protected from the heavy damp air of the tropics.

Even in these clean, dry govern-

ment houses it is so damp that needles rust over night, and a pair of shoes which have not been worn for two days will become mouldy.

All through this country between Gatun and Bas Obispo, which will form the bed of the great Gatun Lake, we found the timber cleared away from what will be the main channel, and the hills excavated so that this section of the canal is practically completed.

The life in the camps scattered through this part of the zone is very picturesque. In one of the camps we witnessed a "gentlemen's boxing match" of some twenty or thirty odd rounds, between the champion of the Canal zone and the "Peruvian Kid", who evidently hailed from Peru. After countless rounds the "Kid" became tired and lay down on the floor for a rest. We spoke to the zone champion about a possible fight with Johnson, but he said he was down here to dig the ditch and that fighting was a mere pastime for him.

At another camp we witnessed a wedding ceremony at which the bride appeared in need of a shave. Notwithstanding her flowing silks and finery, she could be recognized as one of the section foremen. Good nature and good fellowship prevails generally on the Big Ditch, and probably never before was such a high class body of men assembled on a construction job.

Traveling on toward Panama we arrived at Bas Obispo, and entered the nine mile area known as Culebra Cut. Here indeed is seen the engineering prowess of a great nation which has cut a gash hundreds of feet wide through a mountain range.

The great Culebra Cut is about three-quarters finished and shows that nature is not a match for human enterprise.

Coming out of the cut and passing the locks at Pedro Miguel and Miraflores, which are similar to the locks at Gatun, we reached the Pacific sea level section of the canal, which is now practically completed, and soon found ourselves in the railway station at the city of Panama.

We were surprised to learn that at Panama the sun rises over the Pacific ocean and sets over the land. It is equally strange to learn that Colon,

at the Atlantic end of the canal, is forty miles west of Panama, at the Pacific end. The reason for both of these peculiar facts is the large bend in the Isthmus at this point. The Isthmus runs East and West at this place instead of North and South.

Leaving the railroad station we went up to the Tivoli Hotel, which was built by the United States government, at a cost of \$450,000. It is as modern and as convenient as a hotel can be made, and one can live as comfortably in it as any place in the world.

We were having dinner one evening with the manager of the Tivoli and a young lady from New York, who had evidently never been far from Broadway. She asked the manager if he kept a cow, and he replied that he did not, as he purchased canned milk from London. The young lady looked over the table and seeing nice, fresh honey, remarked, "That honey is so delightfully fresh that the hotel most certainly must keep a bee."

The city of Panama is an attractive old Spanish place, with several typical plazas, which are the center of life, and with many old and interesting cathedrals and works of ancient architectural design. Among these is the famous flat arch, which has stood for many generations, and about which an interesting tale is narrated. It seems that many years ago in Panama there was a builder who claimed he would construct an arch that was not curved. After much labor, the props were taken away, and to the builder's dismay the arch fell with a crash.

Once more he set about his work, and after a number of years, completed his second great arch, but when the props were taken away the arch again fell. He studied on this problem until he became an old man and then he built his third arch. When the props were being taken away he stationed himself directly underneath the arch, determined not to live to bear the odium of another failure, but this time failure did not come, and the flat arch of Panama still stands an example of a lost architectural art. When the lock type of canal was being talked about the argument was advanced that the locks were liable to be destroyed some day by earthquake.

The engineers who favored the lock type of canal advanced the theory that earthquakes were unknown in Panama and proved their contention by pointing out the flat arch, which could not have existed all these years if it had ever been shaken by an earthquake.

Passing through the funny little streets of Panama with their odd buildings, dark skinned population, odd little horses and carriages and bright Spanish colors, we were attracted by the crowd around the Panama National Lottery, where \$7,500 is distributed every Sunday morning. From there we drove out to the cocking main, where the Spaniards shout themselves hoarse over their chicken fights, and then returned to the attractive plazas, where we listened to

the fine music of the Panamanian band and witnessed the gay parade of Panama's fashionable set.

For many years the life of Panama has been characteristic of the Spanish race, but since the great canal has been started, things have awakened and these are indeed palmy days.

Looking back over this great canal undertaking stretching from the Atlantic to the Pacific ocean, one is convinced that this is a task that could have been accomplished by no other nation but the United States of America, and when the first ship sails through the finished canal, January 1, 1915, the entire world will congratulate the American people on having accomplished the greatest wonder of all the wonders of the world.

## THE PRESIDENT OF PANAMA.

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Panama, August, 1910.—As representatives of the Herald we have today enjoyed a very pleasant interview with Carlos A. Mendoza, president of the Republic of Panama.

The readers of the Herald will recall the fact that prior to the year of 1903, Panama was a province of the Republic of Columbia, but that it had several times engaged in revolution and that it had always been badly governed by the Columbians. In 1903 the United States Government had offered Columbia ten million dollars for the right to govern a strip of country bordering the Panama Canal and for permission to build the canal.

The Colombian government was controlled by a party of selfish politicians at Bogota, who finally rejected the proposed treaty with the United States, thereby breaking the pledges which they had made to our government. This action was embarrassing to the United States and was also a crushing blow to the interests of Panama. Thereupon, some of the leading citizens of Panama, with the full

knowledge of the American administration, declared Panama a free and independent republic.

This republic was immediately recognized by the United States and the presence of American gun boats and marines prevented Columbia from offering any resistance. This was the first instance of the formation of a free Central American state practically without bloodshed, but one man being killed throughout the whole affair.

A constitution was soon adopted and a provisional government put in power and then a treaty was negotiated with the United States, by which permission to build the canal was granted, the right to govern a strip of land on each side of the canal was conceded and the power to enforce law, order and sanitation was conferred upon our government. In return the United States paid the new republic ten million dollars and agreed to protect it as a free nation and guarantee its independence.

It will be seen, therefore, that the United States is vitally interested in

the political situation in Panama and that its influence is paramount there.

At the present time Panamanian national politics are claiming the attention of the American officials on the Isthmus and at Washington. When the republic was formed Manuel Amador Guerrero was appointed president for four years. He belonged to the Conservative or Clerical party. At the time of his election Carlos A. Mendoza, whose father had been a senator in the Columbian congress and later on had been governor of Panama, was a leading figure in the administration and had been in charge of the finances of the new republic.

The new president offered to make Mr. Mendoza secretary of finance, but he declined the portfolio as the president belonged to the Conservative party and Mendoza was the leader of the Liberal party and he did not wish to embarrass the administration.

Mr. Mendoza therefore continued at his profession as a lawyer and represented the United Fruit Company, a large American corporation in connection with its business in Panama.

In 1908, the Liberal party joined with a part of the Conservative party under the name of the Fusion party and Mr. Obaldia was nominated for president. Mr. Mendoza came into public notice again at this time, taking charge of the campaign and electing Obaldia president. This was the first time in Central American history that the administration candidate had been defeated by the votes of the people and not by a revolution.

Mendoza was appointed as 2nd vice president of the republic, and soon after, by reason of the death of the 1st vice president, he became the ranking official of the government after President Obaldia. Early in the present year Mr. Obaldia also died and since that time Mendoza has been president *defacto*.

The president of Panama is a fine looking man of mulatto colored skin and prepossessing appearance. He greets the visitor after the manner of a high class American business man, and after inviting him to sit down by his side on a luxurious sofa in his private office, and having offered him a cigarette, proceeds in very good English to extend him a cordial welcome to Panama.

Mendoza is a shrewd man, possess-

ing all of the appearances of the high class American business man or politician, and he understands American methods and ideals very thoroughly. He is very friendly to Americans.

Discussing the political situation Mr. Mendoza said that his government, of course, owed its existence to the friendship of the United States, and therefore the tie binding the countries together was a strong one and had led the Columbian government and people to feel a bitter enmity toward both countries. He said that the Columbian government had not yet recognized the independence of Panama and that the Columbians still appointed men to represent Panama in the Columbian congress. Notwithstanding these facts, Mr. Mendoza states that his government entertains no malice toward the old mother country and while adhering strictly to the policies and wishes of the United States, will nevertheless always treat Columbia fairly and honestly.

Mr. Mendoza wishes to say through the Herald that Panama is a country of stupendous resources, containing thousands of acres of magnificent timber and tropical agricultural land, great mineral deposits and considerable trade opportunities and that his administration is inclined to throw the door wide open to Americans.

He recognizes the fact that this great store house of wealth lying so near American markets is practically untouched as yet and he intends to encourage American capitalists to develop the country.

Mr. Mendoza states that his government is willing to grant necessary concessions to reputable American business men who wish to build railroads, cut timber, develop the agricultural lands or take contracts for the improvement of the country. He wishes it known that the present healthy state of his nation makes it possible for Americans to reside there in perfect safety and it is the policy of his administration to encourage a high standard of living and to spread education throughout the land. He is particularly anxious to have Americans furnish capital, teachers and men of practical experience who will instruct the natives in regard to farming methods.

Mr. Mendoza guarantees that taxes

will not be excessive and that no hindrance will ever be put in the way of honest American enterprise in his country. He thinks that the greatest opportunity at the present time lies in the development of the natural resources of the country, but he also thinks that an ever-increasing trade can be built up which will undoubtedly grow much larger as the wealth of the people increases.

He believes as do others who have looked into the matter that the American salesman does not sufficiently study the needs of the people he is at-



**P**RESIDENT CARLOS MENDOZA of the Republic of Panama, who was interviewed by the Herald, and who said that he wanted Americans to come to his land.

tempting to sell to, and that the American producer is careless about packing and shipping his goods. These things certainly hurt American trade all over the world.

Mr. Mendoza states that he will urge the assembly when they meet in the

fall to change the land laws, making them more favorable to Americans and guarantees that laws will be passed from time to time as they may become necessary protecting the interest of foreign capital.

In conclusion, he said: "You may tell your friends in the United States that Mendoza is a good friend of the Americans."

In September, there will be an effort made to supercede President Mendoza. The chief charge against him seems to be that his skin is not white and some of the citizens of Panama are inclined to use this against him.

It is anticipated that the officials of the United States will also be against him, as it is reported that they do not think it is to the interest of the United States for Panama to have a president who is quite so liberal and who is inclined to go ahead quite so fast. Furthermore, it is said that the element of color also arises here, as it is thought that it will not help American influence in South America to have the United States officials support a man whose color is not white.

The death of Obaldia left the presidency vacant until 1912 and in the meantime, the executive head of the nation is the first vice president which position Mendoza now holds. However the first, second and third vice presidents are elected every two years by the assembly and not by the votes of the people. Consequently the assembly will elect a new first vice president in September and it is said that the opposition together with the influence of the United States officials on the isthmus will be against Mendoza and probably in favor of Samuel Lewis, now secretary of foreign relations.

On the other hand Mendoza is a shrewd and able man and he stands an excellent chance of being returned to power for the next two years by being elected first vice president when the assembly meets in September.

## THE JUNGLES AND THE GUAYAQUIL.

Guayaquil, Ecuador, August, 1910.—  
Sailing out of the Bay of Panama on



our way south, we passed the ruined towers and walls of the old city of Panama, which was destroyed in the year 1671 by Henry Morgan, one of the world's most famous pirates. A few years before this date, Morgan had sacked the Central American city of Porto Bello and flushed with success, he had sent an insolent note to the Governor of Panama saying that he would soon return and treat Panama as he had treated her sister city. True to his word he appeared on the Caribbean side of the Isthmus of Panama with thirty-seven ships and two thousand men, and having marched across the Isthmus under great difficulties, he was met by a large force of Spaniards. These Spaniards had collected over two thousand wild bulls and these bulls were turned loose and driven toward the pirates, the Spaniards expecting to thereby disrupt their ranks. However, the buccaneers managed to turn these bulls back on the Spaniards and such confusion was caused that Morgan finally captured the city which was looted and destroyed.

The new city of Panama which was soon commenced was built at some distance from the old. Today, the ruins of old Panama show all the marks of the destruction and conflagration dealt out by Morgan's men.

Sailing on into the peaceful Pacific, we approached the shores of Columbia, where we had determined to learn something of the real tropical jungles. At about five o'clock at night we started on a launch up a river leading to the interior. The launch was owned by the officials of an American lumber company which has organized a little camp far up in the jungle and two of the representatives of the company acted as our guides. We steamed up a beautiful broad river until about eleven o'clock at night at which time the tide was running so strong against us that our launch could not make any headway and we were compelled to anchor until three o'clock in the morning. Pending the resumption of operations, we all wrapped up in blankets and went to sleep on the floor of the boat. At three o'clock the tide changed and we then went on up the river at high speed arriving at the lumber camp in a couple of hours. At about six o'clock we all woke up and crawled out on the bank of the river

and a beautiful sight lay before our eyes. The blue winding river had now become quite narrow and was hemmed in on both sides by a great embankment of trees, giant palms, tangled vines, and beautiful flowers. Large green birds were flying back and forth and all the stories of jungle life were indeed surpassed by the reality.

The camp consisted of a collection of huts and tents inhabited mostly by natives and negroes from Jamaica. The natives are very dark-colored, being a combination of Indian, Spanish, and negro blood, in which the Indian element seems to predominate. They are extremely primitive in their customs, but appear to be bright and some of them are fairly industrious. After having breakfast, which consisted mostly of Armour & Co's. canned food, we started on up the river in the launch and for fifteen miles witnessed the most gorgeous panorama of tropical vegetation and life that can be imagined.

The tropics are indeed teeming with life, the jungle being filled with game, the trees abounding with rare birds, and the water swarming with odd fish. On all sides is a great chattering and rustle of life. We finally landed and struck off into the heart of the forest. Here were trees of the rarest species and strangest shapes and vegetation. The underbrush was one solid mass of tangled palms and vines and the trees were so lofty and so thick that the sun did not penetrate to where we were but we seemed to be surrounded by a sort of greenish twilight. Trees over forty feet in circumference extended up through the canopy of vegetation above which made it impossible for us to see their tops. There were many strange trees which we had heard of but never seen, such as mahogany, coco-bolo, and *lignum vitae*, which is so hard that a spike cannot be driven into it unless a hole is first drilled in the wood.

In these countries *lignum vitae* is used for foundations for buildings as any other species of wood is soon attacked by the giant ants and eaten by them. And speaking of ants, we saw them as large as caterpillars, and all about us through the forest were bright red land crabs and very large green lizards. Above our heads among the trees was a drove of small monkeys which kept up a great racket as

we went along. It would, indeed, be hard for a man to starve to death in this part of the world for the forest abounds with food and drink. Cocoanuts, bananas, and scores of other tropical fruits grow wild while occasionally we came across specimens of the great water vine which grows from the ground high up in the trees and which it is only necessary to cut with a knife in order to get drinking water.

The parasites that hang from the trees appear very beautiful to northern eyes, among these being different colored mosses and millions upon millions of brilliant orchids. After having spent a pleasant and instructive hour or so in the forest, we worked our way back toward the river cutting our

and on the wall of one of them we were surprised to find posted up a picture taken from the front of the Saturday Evening Post. Here we went back inland for a ways and found that the forest gave place to a large plain which was covered with a tall coarse grass of the palm variety which grew as high as our heads.

Returning toward the native village, we persuaded one of the native boys to climb a cocoanut tree for us and the way he went up that slender tree trunk made it very evident that he would be the undisputed champion in an American greased pole contest. When he arrived at the top of the tree he struck the great clusters of cocoanuts with his knife and they came crashing down to the earth



Sunset View of Inland River in the Jungles.

way through the creepers and underbrush with machetes, which are huge knives carried by all the natives.

Again boarding our boat we dropped down the river a few miles and landed at a small native village consisting of huts built of bamboo, mud, and palms. The walls of these huts were loosely woven so that the air could circulate freely, but from every other standpoint they were indeed unsanitary. Each hut seemed to have from six to twelve natives living in it,

where we gathered up a dozen of them and put them on our boat. Continuing down the fairy-land-like river, our native boatman showed his dexterity with a machete. He not only cut the heavy bark or shucks off of those cocoanuts, but he also cut the hard shell off and presented us each with a pure white cocoanut, the surface of which did not show a scratch. We then cut holes in them and drank the cocoanut milk and ate native fruit until our appetites were somewhat

spoiled for the dinner which awaited us at the camp.

At about 6 o'clock in the evening the tide turned down stream, and we started for the ocean. As the sun was sinking we were again impressed with the abundance of life on all sides. Not only were the trees filled with beautifully plumaged birds but as the dusk settled down over the water we could see the long diverging ripples caused by the alligators as they swam just under the surface of the river, and there were literally hundreds of these alligators in the water, some of which we shot at with our revolvers. As it became darker, the prow of our boat stirred up the phosphorus in the water



Loading Bananas.

so that the effect was very attractive and several times schools of porpoises jumped out of the water and seemed to be racing the boat. Finally, we reached the ocean and slept all night in the bottom of the launch and the next morning boarded the steamship. Aysen bound for the western ports of South America.

Many stories have been told of the hardships connected with travel on the west coast of South America, but we have not found these stories to be true. The Aysen is one of the cleanest, roomiest, and best arranged ships we have ever had the pleasure of traveling on. The service is good and the Spanish cooking is not at all distasteful, everything being very palatable except the meats. These are very tough and make the average American resolve never again to abuse the American meat packers.

After having been out two or three

days, we crossed the Equator and our surprise was great, indeed, when we found it necessary to sleep under heavy blankets. This was due to the fact that our ship was traveling in the antarctic current which is very cold and which runs from the antarctic regions up the west coast of South America as far north as the Equator.

Our first stop was to be Guayaquil, Ecuador and shortly before arriving there, the sea on the port side of the ship was lashed into foam by thousands of porpoises which kept jumping out of the water. A little further along a large number of whales were encountered. They swam quite close to the ship and could be discovered by the little fountains they created when they spouted the water.

Proceeding up the Guayas river the ship passed many of the floating islands which are written about by travelers. These little islands are made up of debris covered with green vegetation and float up and down the river with the tide.

Guayaquil is not an unattractive city, and is built entirely of wood but possesses the worst reputation for disease of any city in the western hemisphere. Its very unsanitary condition is its worst drawback as otherwise it is quite a live place and at night is brilliantly illuminated with electric lights and makes a very pretty appearance viewed from the river.

In this port every precaution is taken against the possibility of bringing disease on board the ship. Every piece of baggage is disinfected before leaving the dock and is marked with large letters, "Disinfectado." It is worthy of note that the ships in the west coast trade are each provided with a fumigating system which carries sulphur fumes to every part of the ship and each country requires a thorough fumigation of any ship arriving from one of the other countries.

This necessitates a pretty constant use of sulphur in order to comply with the various shipping rules. Each passenger received at Guayaquil was carefully examined by the ship's doctor, his pulse counted, and his temperature taken. At Guayaquil is located the center of the Panama hat industry for strange to say all of the Panama hats are made in Ecuador and none at Panama. They were given the

name "Panama" hats because of the fact that Panama dealers introduced them into the United States.

As is of course known to all Herald readers, Guayaquil is the only important port possessed by the Republic of Ecuador, and it is therefore quite important commercially.

It possesses several attractive squares, a number of churches, and numerous wooden structures more or less pretentious in size.

While lying in the harbor at Guayaquil, we witnessed all of the settings of an American musical comedy. The sub-tropical vegetation, the queer old Spanish city, the hazy distant mountains, and the beautiful sheet of blue water forming the harbor looked exactly like the product of the scene painter's art. In the near foreground lay the Equadorian navy consisting of one ship, in appearance not unlike a large American tug boat. The small boats of the war ship were lowered and the admiral of the navy was rowed over to our ship and came across the gang plank fully decked out in naval costume with brass buttons and gold epaulettes. Frank Daniels or Jefferson De Angelis never looked more magnificent.

With the admiral of the navy came ex-President Cordero, the old rascal who broke the usages of international law at the time of the Japanese-Chinese war by helping to transfer a Chilean warship to the Japanese after hostilities had broken out. Cordero was defeated by Alfaro, who carried on a revolution against him, but nevertheless they are the best friends at present and Alfaro has appointed Cordero to represent Ecuador at the big September celebration in Chile. Down in these countries where the people truly indulge their time in riotous living, it is no great crime to get up a revolution as this is merely the South American way of holding an election. After the revolution is finished, the victor is elected president and everything proceeds quietly until some other patriot gets the ambition to become president.

The citizens of these countries are a peculiar race who must be thoroughly understood before any business can be transacted with them. They are very vain, proud, touchy, and exceedingly petty. Above all things on earth, they value a uniform or a lit-

tle authority. While our ship lay at anchor a number of the government officials ate dinner on board. However, the captain of the port of Guayaquil was not invited to join the party and our captain even forgot to ask him to have a drink. As a result his Equadorian dignity was severely disturbed and when we were ready to sail he refused to deliver the ship's papers. There was considerable strenuous argument out on deck as the captain wished to get his ship out before the



The Fort that was the scene of a near "Opera Bouffe" combat.

tide changed as otherwise he would be compelled to wait until morning. He therefore informed the captain of the port that if he did not deliver the papers he would sail out without them. The captain of the port with profound dignity informed him that he would telephone to the fort at the river entrance and have the Aysen fired upon and stopped. The captain then told him with considerable emphasis that

if he so much as fired a pop gun at the Aysen, he would lower his life boats and take his "blankety blank" fort.

It began to look like a newspaper "scoop" and we made inquiry in regard to the nearest cable office, but finally after several hours exasperating delay, the captain of the port extracted the papers from his pocket and allowed the ship to proceed. However, he had not finished with us yet, for when we got outside of the harbor, there was no boat to take the pilot off. It was then quite late at night and the captain decided to get even. So he tied down the steam whistle and also the steam siren and proceeded to wake up everybody in Guayaquil. It was not very long before the captain of the port sent a boat for his pilot and we continued our journey on down the coast toward Callao and Lima.

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## ECUADOR

Guayaquil, August, 1910.—We have interviewed on behalf of the Herald, Colonel Alfaro, son of the President of Ecuador, and Commander-in-Chief of the Ecuadorian army.

Senor Alfaro is a comparatively young man, in appearance not unlike an American, who speaks very good English and entertains advanced ideas in regard to South American problems. He is well groomed and polite, but is forceful in his language and appears to be very business-like.

The readers of the Herald will recall the fact that in times gone by Ecuador has suffered from continuous revolutions. However, some ten or twelve years ago, Eloy Alfaro overthrew the then existing government since which time his influence has been paramount in Ecuador. During these later years there have been numerous disturbances in the country but they have been put down in a summary manner. Notwithstanding the fact that comparative peace has reigned, there is at the present time, as always, a disaffected political faction which would be inclined to cause trouble were it given an opportunity.

All Americans were interested in the war-like attitude assumed by Peru and Ecuador a few months ago over the boundary line question. This boundary line question had been in dispute be-

tween these two countries for a long time and finally it was decided to refer the whole matter to the King of Spain and both countries agreed to abide by his decision. Last April, it was expected that the King's decision would soon be made public, but at this stage of the negotiations Ecuador flatly stated that she would not be bound by the decision as she had advance information that the King would decide against her.

Thereupon, attacks were made against Peruvian citizens in Ecuador and similar attacks were made upon Ecuadorian citizens in Peru. Both countries rushed soldiers to the frontier and war seemed unpreventable. At this stage of the proceedings, the United States, Argentine Republic and Brazil tendered their good offices which were accepted by both countries.

Commenting upon this situation, Senor Alfaro stated that the reason his government withdrew was due to the fact that it had positive information that some of the ministers surrounding the King of Spain had been bribed and that the decision would consequently be against his country and they consequently felt justified in breaking the arbitration agreement. He stated that chances of war between the two countries were now remote and that a new arbitration arrangement would doubtless be arranged by the interested parties; Ecuador preferring to leave the whole matter to the decision of Theodore Roosevelt.

According to Senor Alfaro, American goods are welcomed with open arms by Ecuador but he feels that at the present time there is a distrust of Americans all over South America and particularly in his country. This, he ascribes to the policies of the state department of the United States which have not been in accord with the policies inaugurated by Secretary of State Root which did much to advance American prestige in South America.

In the South American republics, it has been generally hoped that the influence of the United States would be used to put an end to the constantly recurring South American revolutions, and that as a result, peace and prosperity would eventually reign in this disturbed part of the world. It is felt that the influence of the United States should be in favor of the ex-

isting governments, and should be used to put down revolutions against the established authorities.

However, the United States first used its influence in connection with Panama, but this influence was extended to the revolutionists and was against the Columbian government. The interest of the United States in the Panama canal was thoroughly understood, according to Senor Alfaro, and the action of the United States would have been entirely overlooked had it not at a more recent date espoused the cause of the revolution in Venezuela against the government, and were it not at the present time allowing itself to be made the backbone of the revolution in Nicaragua against the government. Senor Alfaro stated that the position which the United States government is taking in these matters is very unfortunate as instead of insuring peace in South America, it is leading to disturbed conditions throughout the continent.

There is not a republic in South America that does not have its revolutionary party and these agitators against the various governments are all inclined to cause trouble at the first opportunity expecting that the United States will support their cause as it has in the cases cited. Senor Alfaro does not blame the officials at Washington for the position which has been taken but feels that the incompetency of our consular service is the real cause of the trouble. By way of passing, it might be interesting to note that we have heard similar statements expressed by competent people all over the world.

Senor Alfaro believes that Guayaquil is to be one of the greatest cities in South America. It is the port of entry for all of the commerce of Ecuador and has the only protected harbor between Panama and Callao. He feels that its present unsanitary condition is its only drawback and he states that

this matter has been taken up by the United States government, that its sanitary engineers have visited Guayaquil, and that the state department is now endeavoring to arrange a loan in the United States, the proceeds of which are to be used in paying the cost of the cleaning up of Guayaquil by the United States officials.

He states that the amount of this loan will be \$12,000,000, and that it will be issued by the municipality of Guayaquil and guaranteed by the government of Ecuador. Senor Alfaro feels that American business expansion in his country cannot reach its greatest development until there is a branch of an American bank located there. It is surprising to him that the United States does not pass some law allowing a bank to take out a national charter which will give it the privilege of not only transacting business in its own country but also of maintaining branches in foreign countries.

Senor Alfaro stated that the German manufacturer had an advantage over the American manufacturer because the American manufacturer had no American bank to furnish him credit, information or report to him on Ecuadorean conditions or handle exchange on New York, all of which is now drawn on London.

Furthermore, he stated that an American bank could handle bond issues covering Ecuadorean improvements and would thereby be placed in a position to dictate that American manufacturers get the contracts. At present all such bond issues are handled by European banks and European firms therefore get the contracts.

In conclusion, Senor Alfaro said that he believed that the opening of the Panama canal would mark the beginning of a new era in South American history, and that close commercial association with the United States would go hand in hand with a lasting peace on the South American continent.

## PERU.

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Lima, Peru, August, 1910.—A day or so after leaving Guayaquil we came within sight of the barren, sandy, and mountainous coast line of Peru and were told that all the way on to Valparaiso the coast would look like a barren desert, the great sand colored mountains that are so close to the shore, becoming higher and more rugged as we proceeded further south.

Our ship having pulled in quite close to the land, we could see that the hills close to the shore were dotted with great wooden scaffolds, which upon nearer approach, turned out to be the hundreds of oil wells that make up the famous Lobitus oil fields. Not far from Lobitus is the port of Payta, where we stopped. Payta is a little cluster of wooden buildings, situated on the beach and inhabited by about six thousand people.

In the little cathedral is located the famous bleeding statue. It is said that when Sir Henry Morgan, the pirate, came down this coast and sacked the old City of Payta, he showed his contempt for the church by cutting a great gash with his sword in the neck of the image of the Virgin that was located in the cathedral. Sir Henry Morgan then sailed away, but from that day to this on the anniversary of the pillage of Payta the wound in the neck of the image bleeds, and every man who has tried to stop the blood has died within twenty-four hours. We asked some boatmen on the beach if this story was true, and they assured us with great solemnity that it was.

After taking on a large cargo of cotton, which was neatly and strongly baled, we pulled up anchor, bound for Eten, which was the next stop.

At no place on the western coast of South America are there any piers which will accommodate a large ship,

and it is always necessary to land in a small boat. Furthermore, there are practically no harbors, nearly all of the ports being merely open roadsteads in which the swell causes great breakers. There are hardly ever any storms in this part of the world, but there is a very strong swell from the south that at times makes it almost impossible to land. The morning we arrived at Eten, there was such a great sea running that a small boat could not get alongside without being crushed like an eggshell. Consequently the passengers for Eten were transferred from our ship to a lighter, by crane and basket. Four people at a time were seated in a large iron basket, which was placed on the deck of our ship. Then a heavy cable running from one of the ship's cranes, was attached to the basket, which was hoisted into the air and swung out over a lighter, which was nearby, and the crane then dropped the basket in this lighter, where the people got out and were rowed to shore.

From Eten we went to Pacasmayo and then on to Sallaverri, both of the latter towns being small ports, where we took on large quantities of sugar, oranges, and bananas.

The next day we arrived at Callao, which is pronounced "Ca-yow," with the accent on the "yow." Here, for the first time on the west coast, we saw what appeared to be a real commercial port, filled with the shipping of all nations, except the American, which is hardly ever seen on any of the high seas, owing largely to the nature of our shipping laws. Callao is rather a good sized city and is the port for Lima, the capitol of Peru, eight miles away. We took an American-owned interurban car for Lima, and arrived in about twenty minutes, and found that the city possessed a

fairly good hotel, which we made our headquarters. We were fortunate in meeting some friends here, who took us in charge and we proceeded to see the town.

Nearly everything in Lima is modeled after the old Spanish style and of course everybody speaks the language of Castile, but we were surprised to find many American articles in the shops, and to notice a good many Americans on the streets. This is due to the fact that nearby are located the great Cerro de Pasco copper mines which are owned by Americans and which are reached by one of the world's greatest engineering marvels, a railroad climbing 14,200 feet toward the sky.

Lima is filled with Cathedrals, monks, and lottery tickets. There are few places that one can go without coming across cathedrals or monks and there are absolutely no places where one can wander without being confronted by a lottery ticket. The boatmen sell them, the newsboys peddle them, the cripples, invalids, beggars, street car conductors, butchers, bakers, and candlestick makers all insist that you buy them.

The Cathedrals are very ancient and very magnificent for such a far away country, but there are so many services continually going on that it is hard to understand how the people find time to do anything but pray. We were told that Pizarro, the great Spanish explorer and conqueror, was over in the big Cathedral on the plaza, and so we went to call on him. We were somewhat disappointed as was the Chicago Alderman who visited Europe for the first time and kicked because he said he found that all the people he wanted to meet, such as Julius Caesar and Mark Antony, had been dead a thousand years. Old Pizarro was there all right, and we saw him, but he was in a glass coffin and couldn't talk. It will be remembered that Pizarro was the scoundrel who trapped and betrayed Atahualpa, the last of the great Incas.

Atahualpa had come to welcome Pizarro to the Empire of the ancient Incas whose civilization was one of the marvels of the world of antiquity. Pizarro accepted the Emperor's kindly welcome and as a reward threw him into chains and carried him away a captive. He then agreed to free Ata-

hualpa providing he would fill a room as high as his head with gold. The Inca empire was scoured from one end to the other and the gold was produced according to contract whereupon Pizarro killed Atahualpa. This cruel act of Pizarro's was but in keeping with the policy of Spain throughout the world and throughout the centuries.

Lima is regularly laid out and most of the buildings are constructed of mud which is plastered on the outside and painted. A few weeks' hard rain would doubtless wash away the city, but in Lima it never rains. In the center of the city is located the plaza where is situated the great cathedral, and around the other sides of which extend arcades resembling some of the streets in Paris. In these arcades can be seen all of the types that go to make up the population. Mixed in with the Peruvians, who resemble Spaniards, are many Indians and a few Europeans, and the number of beggars, cripples and blind men is remarkable. Most of the women wear either "mantas," which are large black shawls drawn down over the head and around the body and tied tight at the neck, or else "mantillas" which are made of lace and are usually black.

The people are very polite to each other, a great deal of bowing and hobbing up and down being indulged in whenever friends meet. Instead of shaking hands, they have a peculiar way of patting each other on the back.

The public buildings of Lima and the foreign bank buildings are very modern and quite imposing and the street car system and public utilities generally are quite up to date.

A little way out from the center of the city is a long promenade somewhat resembling the Prado in Havana, and at one end of this is located a beautiful park and the Lima Museum and Art Gallery. The vegetation in this park consists of very beautiful tropical trees and shrubbery, and in among the palms and flowers trickles a little artificial stream on the banks of which is located the "zoo" containing specimens of native animals and birds. Conspicuous among these are the llamas which are the camels of South America and the condor which is the national bird. The museum is very extensive and contains the



world's largest collection of Inca relics. Among these are many examples of the peculiar ornaments which these Indians fashioned out of copper, gold, and silver, and also many examples of their pottery and handiwork. On the walls are hung many specimens of the blankets and clothes which the Incas made out of feathers. Many of their blankets resemble the well known blankets of our North American Indians, but upon close examination it is found that they are made of feathers, the various colored plumage of the birds producing the different colors in the

destroyed and the facial resemblance was similar to that possessed in life. The specimens in the museum are very perfect and most interesting.

During the night we were somewhat annoyed at first by the police whistles. There is a policeman on every corner in Lima and each one of them possesses a very shrill whistle. Every half hour, the policeman in front of the police station blows several shrill notes with his whistle and this signal is repeated in turn by every policeman in the city. It is odd to listen to this whistle and hear it gradually travel up and down the



**GRAND CATHEDRAL OF LIMA, A NOTABLE CHURCH IN A CITY OF CHURCHES.**

blankets.

In a large case is a collection of very small Indian heads which look as though they had been taken from mummies and which are only two or three inches in diameter. It seems that certain of the Indians in the interior possessed the secret of shrinking the heads and skulls of human beings to a very small size. The hair was not

streets from one end of the city to the other. In case any policeman fails to whistle when his turn comes his nearest colleagues immediately look him up to see if any harm has come to him. It seemed to us that this system was a fine thing for the crooks as it would show them just where the police were.

We were surprised to find that in

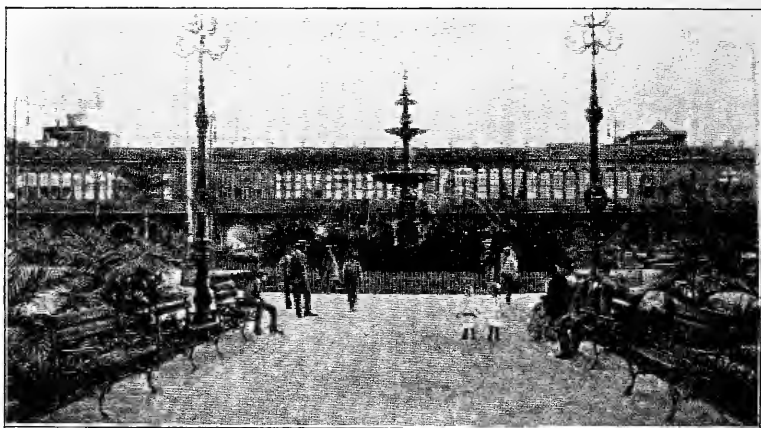
Lima we could not readily cash our American money orders, and even the steamship company refused to take anything but "pounds sterling." We have cashed these orders all over Europe and they went without a murmur in Siberia and China, but in Lima our patriotism was considerably ruffled by having the inhabitants almost to a man "demand cash."

It is perhaps a sign of the times to note that in almost all of these countries bull fights are a thing of the past, and even in Lima they are getting to be few and far between.

Our visit to the Capitol of Peru was

indeed a pleasant one notwithstanding the bugs. However, by this time we have met so many brands of bugs that any new local species has no terrors for us.

Returning to Callao, we transferred our baggage from the Aysen over to the British steamship "Orissa," which will save us five days' time into Valparaiso, and it was with considerable regret that we said good-bye to Captain Graham who was currently reported to carry a tomahawk in his belt, but who doesn't and who had helped to make our voyage thus far a most pleasant one.



WHERE LIMA RESTS—THE PLAZA OR CITY SQUARE OF THE PERUVIAN CAPITOL.

## THE PRESIDENT OF PERU.

Lima, August, 1910.—We have today joyed an instructive interview with Augusto B. Leguia, president of Peru.

It will be recalled that throughout Peru's more or less stormy career, there has existed a strong friendship between the Peruvians and the people

of the United States, and large amounts of American capital have been invested in Peru. Probably the largest American investment in the country is embodied in the great Cerro de Pasco copper mines but there are, however, many other large undertak-

ings controlled by American capital.

The country is enormously rich in mineral resources, and lack of transportation has been the only great drawback to development, but now that this problem is gradually being solved there will be more and more opportunities to develop profitably the mineral resources of the country.

Politically, Peru has for a long time been surrounded by enemies. The feeling against Chile is of long standing and will probably not be eradicated for many years to come.

At the end of the Chilean-Peruvian war, Chile took certain provinces away from Peru and Bolivia, and in addition specified in the treaty of peace that she was to govern the two provinces of Tacna and Arica for a period of ten years, and at the end of that time a vote was to be taken in these two provinces as to whether they should be ruled by Chile or Peru and the winning country was to pay the other country the sum of ten million dollars.

Now, these two provinces contain the famous nitrate beds and guano deposits from which a tremendous revenue is derived by the nation controlling them. For this reason both nations desired to get control, and so at the end of the specified ten year period a disagreement arose in regard to the terms of the treaty of peace.

The Chileans had sent many of their people into these provinces and claimed that every inhabitant residing within their boundaries had a right to vote on the question as to whether the provinces should belong to Chile or Peru. Under these conditions, Chile would, of course, win. On the other hand, Peru claimed that as the provinces originally belonged to her, the only persons who had a right to vote under the provisions of the treaty of peace were the Peruvians living within the boundaries of the two provinces. Under these conditions, Peru would, of course, win.

This wrangle has dragged on for years, Chile still holding the provinces and Peru claiming that she has no right to so hold them. This situation is the most dangerous in South America, and is the cause of much uneasiness and continual agitation and bad feeling. It is said that the United

States, Brazil, and Argentina have been trying to settle this dispute and that they are still using their influence along these lines but at the present time success is looked upon by most people as rather remote.

Peru has lately been involved with Brazil, Bolivia, and Columbia over boundary lines and for a time serious trouble with Bolivia threatened but at present these disputes have been satisfactorily settled and the only argument which Peru now has outstanding is with her only other neighbor, Ecuador. This dispute over the Ecuadorian boundary seriously threatened war a few months ago, but the intervention of the United States, Brazil, and Argentina leads to the belief that the matter will now be peaceably settled. In addition to all of these outside troubles, there has been considerable agitation inside of the country which has even gone so far as to suggest revolutionary measures.

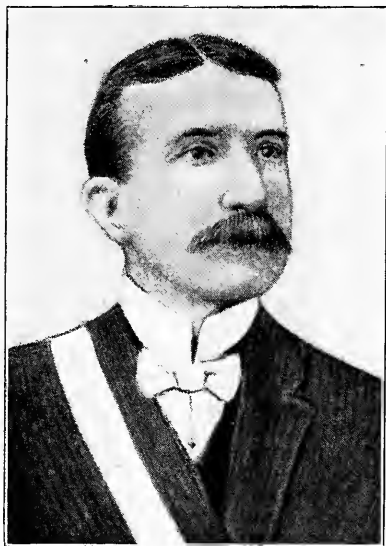
However, at present while there is a spirit of unrest in some quarters, nevertheless it is pretty well subdued and does not menace business interests at the present time. Notwithstanding all of these difficulties, together with others of an economic nature, Peru has been steadily advancing and will doubtless keep on the upward path.

President Leguia is a very small man in stature, but is genial and cordial. He speaks excellent English and impresses one immediately with his thorough knowledge of business and commerce. Before his election to the Presidency of the Republic, he was a successful business man who had amassed a considerable fortune, and as a result of his training he is particularly interested in the commercial development of his country. He greeted us in the Presidential palace in a cordial American manner, asked us to make ourselves at home and assured us that the Peruvians always felt that they were connected by the strongest ties to the Americans.

After outlining the financial and the economic conditions of the government and country, Senor Leguia referred to the great American investments in his country and assured us that every dollar of American capital was fully appreciated and would be carefully protected.

He is a great optimist on the future

of Peru and if he lived in America he would be termed a "booster" of the first order. He called our attention to the development which had been made in agriculture in the valleys between the ranges of the Andes, but stated that the chief source of the wealth of his country was in her minerals. He feels that if these minerals are properly exploited and the agricultural possibilities of the country fully developed that Peru will be capable of holding and supporting fifty million people and as the population of the world increases he believes that the overflow from the United States will find its way down the west coast of South America.



**AUGUSTA B. LEGUIA,**  
President of Peru.

President Leguia believes that the opening of the Panama canal will start an entirely new era in South American development and that as a result, United States trade will unquestionably dominate the west coast. His study of statistics covering conditions in our own country leads him to believe that from now on American markets will not be large enough to take care of all the manufactured out-

put of the country and that as a result the American manufacturer will be forced to seek foreign trade outlets.

At this stage of the interview, the president grew eloquent in defense of South America's claims on the earnest consideration of American manufacturers. He compared the South American field with that in the Orient and it must be confessed that his arguments were convincing. From the standpoint of distance, environment, protection, transportation difficulties, and mutual interest, South America would seem to furnish the ideal field for the exploitation of American goods.

But the president feels that the first and foremost requisite to the further advancement of American commercial influence in South America is the absolute necessity of an American bank with branches throughout the continent. He stated that he could not understand why such a bank had not been established and when we explained to him the difficulty of incorporating such a bank under the United States laws, he expressed great surprise that such a condition should exist.

He cited the many branches of foreign banks in South America, and explained that the English and German trade could never have been extended as it has been without the aid of the English and German banks. The president stated that the absolute necessity of the establishment of an American bank in his country did not seem to be understood by Americans and he went on to explain why American manufacturers could not compete to advantage with foreigners unless they had their own banking connections in this part of the world.

His arguments and theories on this subject coincide with those expressed to us by Senor Alfaro of Ecuador. He believes that an American banking institution will pay from the start and explained a number of reasons which prompted this belief. Incidentally, it might be noted that first class local bank loans draw from eight to fourteen per cent interest in this country.

Commenting upon the methods employed by American manufacturers in this part of the world, President Le-

guia voiced the sentiments that are heard on all sides—carelessness on the part of the manufacturers, lack of study of the needs of the people, “fresh” salesmen who cannot speak Spanish and who will not accustom themselves to South American ways, miserable packing, and general inefficiency.

These charges against our manufacturers seem inconceivable to people who reside in the States and who are familiar with the efficiency which these manufacturers maintain at home

but nevertheless all of these charges are perfectly just and constant criticism from our consuls and representatives in this part of the world does not seem to lead to much improvement.

At the conclusion of this very interesting interview, President Lequia bade us good-bye with many sentiments of personal esteem for the American people, and we left the palace with very pleasant impressions of the president of the Peruvians.

## THE COAST OF CHILE.

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Valparaiso, Chile, September, 1910.—From Callao to Mollendo is a two days' sail along a bleak and barren coast and when the “Orissa” pulled into the roadsted everybody on board scrambled into the little boats and we were rowed ashore. The landing at Mollendo is the same as at nearly all of the other west coast ports—rough and dangerous. There is usually a long rope hanging down from above the landing stairs and each passenger in his turn reaches up and gets a firm hold on this rope before attempting to step from the small boat to the landing. Thus, should the swell take the small boat out from underneath his feet just as he is stepping ashore he can at least hang to the rope until the boatman gets the boat underneath him again or somebody fishes him up on the dock. In South America the landing rope is certainly a great institution.

Mollendo is a struggling frame town located on the beach at the foot of great mountains of sand and is unattractive from every standpoint except that of commerce. Commercially, it is important because from here runs the railroad to Bolivia and a considerable part of the exports of Bolivia come

to the Pacific by this route.

In Mollendo we saw for the first time a donkey tied in true South American style. A native wished to leave his donkey while he went into a shop and instead of tying it as we would in our country, he simply took a small piece of rope and tied its two front legs together near the hoofs. We were much interested in this, but imagine our surprise when presently the donkey, which looked very hungry, hopped across the street with its legs tied together and ate some banana peels that were lying on the pavement.

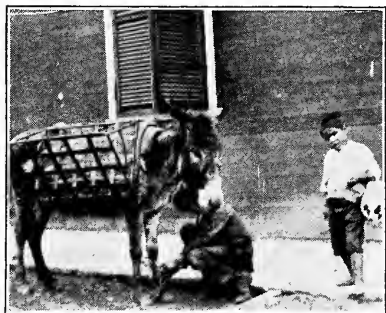
Throughout South America, the costumes of the people are interesting and quite varied. At Mollendo we saw the first of the ponchos. These are large square blankets of all sorts of colors, each one of which has a slit cut in the center through which the wearer sticks his head.

The railroad from Mollendo runs through a great sand plain with constantly increasing altitude to the ancient city of Arequipa, and on the way can be seen the famous traveling sand hills. The sand is piled up by the wind in the form of huge crescents and the top of the crescent is con-

stantly being blown down in front of it. Thus the crescent gradually moves forward and is irresistible in its slow onward march.

Arequipa is a very old and historic city in Peru, and is the center of clerical power and learning. It has many interesting churches and cloisters, is located at a very high altitude, and is surrounded by magnificent mountain peaks.

In this part of the continent the electric storms are very severe. The thunder and lightning snaps and cracks in a way to make the average American hunt around for a cyclone cellar. Most people stay in Arequipa at least a day in order to become ac-



Tying a Donkey.

customed to the altitude, and then continue on the railroad to Lake Titicaca, which is the highest fresh water lake in the world and around which cluster many of the traditions and much of the romance of the old Inca civilization. Here can be seen many of the famous straw boats of the Indians. These boats are made entirely out of a peculiar sort of straw, many of them being very large in size, and are very seaworthy. Whenever they become water-logged, the Indians merely pull them up on the shore and let them dry in the sun. A boat takes the traveler down Lake Titicaca at the other end of which he again takes a train bound for La Paz. La Paz is the chief city of Bolivia, and has one of the most peculiar locations of any city in the world. It is situated at the bottom of a great round bowl which sinks twelve hundred feet below the

surface of the surrounding plain. The city is made up mostly of picturesque Indians and foreigners who are interested in the mighty undeveloped mineral resources of Bolivia. The return trip to the ocean can be made by a wonderful railroad to Antofagasta or the traveler can retrace the route by which he came. At present there is under construction a much shorter railroad which will connect La Paz with Arica.

From Mollendo, we sailed on down the coast passing Arica with its great rock resembling Gibraltar, and steamed into the roadstead at Iquique. And here we got our first real sight of bird life in this part of the world. Flying from south to north were actually millions of birds keeping close to the water and flying very swiftly in long lines and great groups. The long unbroken mass of birds extended as far as we could see, and they seemed to be coming out of the horizon in countless thousands. As long as the daylight lasted, we could see this unbroken column of birds flying swiftly by.

Inside of the roadstead were many more birds, most of them being gulls, buzzards, and large pelicans, and it was interesting to watch these birds fish. At times, thirty or forty of them would plunge into the water at once, being attracted by a school of fish and the possibility of getting a good dinner.

We had been told that the people of Chile were a live and hustling race, and the truth of this statement was impressed upon us when we compared slow, easy-going Mollendo, the last Peruvian port we had visited, with Iquique, our first stop in Chile. Here, the boatmen raced each other and fought all the way from shore to the "Orissa" and swore like Americans. It made us homesick to see them hurry. When they finally got us in their small boats and rowed us ashore we were met by a band of shouting newsboys, who wanted to sell us a "special extra," and it looked so much like home that we bought the papers, even though they were printed in Spanish.

Everybody in Iquique seemed to step lively, and on all sides could be seen Chilean flags and other evidences of the patriotism of the population. In Iquique there are several attractive public squares or plazas, and several

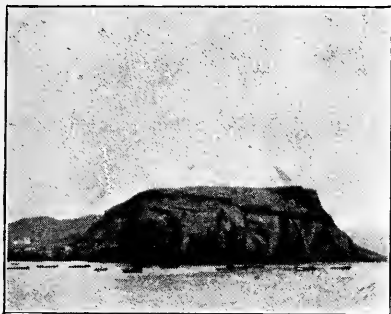
good business streets with nice looking shops. We stopped in at one of the shops and took our first lesson in Chilian finance. We purchased a package of chocolate, and tendered a five dollar gold piece in payment. Imagine our surprise when we received twenty-two dollars in change. The Chilian paper currency is much depreciated and as a result a pair of shoes costs from twenty to thirty-five dollars.

Iquique is, of course, rough as it is built on the sand hills, and has absolutely no natural advantages. Never-

guano is collected from islands and from along the coast, and is sent to Europe to be used as a fertilizer.

Sailing from Iquique late in the afternoon, we were impressed with the suddenness with which night comes on. There is no twilight and the change from daylight to darkness takes place in a very few moments. At 6 o'clock it is as dark as the proverbial pocket.

To the astronomer and the admirer of the heavens a trip to this part of the world is most interesting. The sunsets and cloud effects are very beautiful, the after-glow that follows the sunset being particularly fine. Many of the northern constellations cannot be seen here and at night the



Arica's "Gibraltar."

theless, it has many public utilities and is a great nitrate and guano port. The nitrate beds lie some miles back from the coast and are Chile's chief source of national revenue. They are owned by individuals but the heavy export tax on nitrate pays nearly all of Chile's national expenses. A high rate of export tax can be maintained as there are practically no nitrate beds in the world outside of Chile. It is not known how these nitrate beds were formed, but they have been there for a great period of time and have not been dissolved because of the fact that it never rains in this part of the continent. The surface of the beds is broken up by dynamite and the debris is then taken to a plant, where it is dissolved and by a system of condensation the nitrate is extracted and then crystallized, packed in bags, shipped to Iquique, or one of the other nearby ports, and sent to the United States or Europe.

Iquique is also the port from which a great deal of Guano is shipped. This



Loading Copper.

strange constellations of the south prove as surprising as does the sun in the daytime, which, of course, appears far to the north at noon.

The next place we visited was Antofagasta, whose harbor is filled with seals and sealions. These sea animals

are protected by law and are very fearless. A school of them appeared near our small boat and carried on an animated warfare with the gulls which were trying to get all of the little scraps of food that were floating in the water.

Antofagasta is very much like Iquique. The people seem to be very much alive as the mountains back of the town were covered with huge advertisements, and nearly every street in the place was torn up preparatory to the installation of water mains and sewers.

It is interesting to note that all of the west coast cities are compelled to pipe their water supply for from fifty to two hundred miles as it never rains

better days were a long time back. We decided on the spot to buy him a new flag if one could be purchased on this side of the Andes and went up to the office to ask the agent where we could get one. After climbing a long flight of dilapidated looking stairs, we arrived at a landing which was partly occupied by a broken gas meter and some other debris and rang a bell which was located at the side of a door which contained a broken pane of glass. The ring was never answered, and after ringing and waiting for some time we gave up in despair as the Consular Agent of the United States was not on the job.

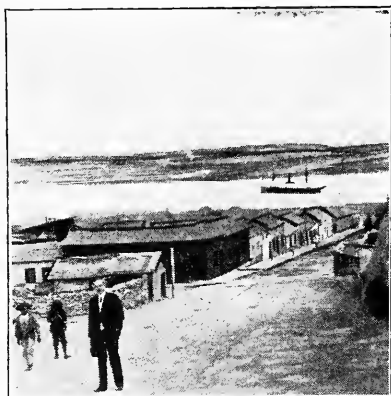
From Antofagasta our ship steamed to a little copper port where a smelter was located and here we landed and tramped over land to Coquimbo. On the way across we met many of the native boys who offered to fight each other for pennies which showed that Americans had gone that way before.

Coquimbo is quite a little city built on the side of the mountains and in many ways resembling Algiers. Its streets are very steep and are filled with numerous pack trains of donkeys and llamas. It has a little plaza as do all of these cities, and its people seem fairly prosperous although they do not seem to be quite so much alive as the other Chileans we have met.

The "Orissa" having arrived at Coquimbo, we again proceeded south. A hundred miles or so to the west of this part of Chile is located Jaun Fernandez Island, which was the home of Robinson Crusoe during the time he was shipwrecked. Once a year an excursion leaves Valparaiso for this island, and many of the Chileans go out there for a little vacation.

Bright and early on the eighteenth day out from Panama, we steamed into the harbor of Valparaiso, feeling much like old sea dogs after our long trip on the water.

Valparaiso is built on a narrow beach and steep hills and extends all of the way around the bay. It is therefore a very long distance from one end of the city to the other and this fact, together with the further fact that it is partly built on the hills, makes it a difficult city to get around in. There is, however, a good system of tram cars which traverse the streets that are on the flat land and each one of the many hills in the city has a little



A Chilean Village.

on the coast and there are no wells or springs. Many of them also have condensing plants which condense the sea water.

In Antofagasta all the flags were out at half mast as a mark of respect to the memory of the late president of Chile. On one of the streets are clustered together a number of the consular offices of the great nations of the world. Each one of these offices had a bright, new, fine looking flag flying from the pole. However, in the center of the group was the office of the American Consular Agent and tied by a string to a pole on top of his home was a red, white and blue flag that had seen better days, and the



Cog-elevator that takes passengers up and down. These elevators are operated by women and the conductors on the tram cars are also women. These conductors are usually well able to take care of themselves and do not permit any "mere man" to get gay on the trams. They wear a black patent leather sailor hat pinned on with a hat pin and bearing the name of the company and the conductor's number. Each one of them also wears a little white apron in the pocket of which she carries her money and a large roll of tickets, one of which is given to each passenger as a receipt for the money he has paid.

It will be remembered that Valparaiso was almost entirely destroyed by the great earthquake of 1906, and reports from there during the next few succeeding years were to the effect that reconstruction was proceeding slowly. However, at the present time the main portions of the city are entirely rebuilt and look prosperous and modern, although many of the buildings are constructed entirely of galvanized iron in order to stand the earthquake shocks which are always of frequent occurrence in this part of Chile.

As one gets a little way from the center of the city, many evidences of the terrible trembler can still be seen and in the beautiful cemetery, which is located on a high hill in the center of Valparaiso, a considerable number of magnificent monuments and tombs are still in a wrecked condition. In this cemetery is one of the old burying places copied after the Roman style. This consists of a very long solid wall which is divided into little square compartments into each of which is fitted a coffin. The earthquakes broke these compartments open and threw the coffins out in a heap so that

there was actually "a great rattling of dry bones." At present the damage has been repaired and the departed again rest in peace.

The business of Valparaiso is located on four streets which run in the same direction on the level ground, but sometimes the hills encroach so much upon this level ground that the four streets are all jumbled up together and occasionally even cross each other. The new buildings in the business part of the city are very fine, the banks and newspaper buildings being particularly noticeable. The Hotel Royal, the proprietor of which is an American, is a very high-class hostelry. Most of the great commercial houses of Chile are located at Valparaiso, and it bears the same relation to Chile that New York bears to the United States, while Santiago, which is the great distributing center, is from a business viewpoint not unlike Chicago. The comparison is, of course, not very exact, but gives some idea of the position held by each of these cities in Chile.

Everything in Chile is very high priced while labor is low, and as a result people are either very rich or very poor, and so there can be seen on the streets of Valparaiso many of the poorest sort of people invariably carrying great loads on their heads, and at the same time numbers of prosperous men and women dressed in the very latest Parisian styles, their appearance making one forget for a moment that he is in far away Chile.

For a city that has been so recently destroyed and that is located in a country that has for the last few years been suffering from a severe financial depression, Valparaiso furnishes a striking illustration of the progressiveness and recuperative power of the Chilean nation.

## A CHILIAN PRESIDENTIAL POSSIBILITY.

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Santiago, Chile, September, 1910—We have today enjoyed a very pleasant talk with Senor Don Augustin Edwards, statesman, millionaire, and newspaper magnate, in connection with the present conditions in Chile.

Owing to the recent death of Senor Montt, Chile is without a president for under their constitution the vice president does not succeed the president as under ours, but instead an election is held within ninety days after the death of the president at which time a new president is elected. This election will take place on the sixteenth day of October but at the present time the various parties have not even made their nominations and as there are five distinct parties and a large number of candidates already in sight, it is impossible to say at this time who will even be the nominees. However, in discussing various candidates it has seemed to us for a number of reasons that Senor Edwards may perhaps be the next president of Chile, and he being one of the great men of his nation we felt that an interview with him could not fail to be interesting to American readers.

Senor Edwards is a tall, fine looking man of winning personality, apparently under forty years of age, and possessed of large wealth, and of undoubted attainments. He received us in the office of "El Mercurio," the greatest newspaper in Chile, of which he is the proprietor. The paper is published in Santiago and Valparaiso, in both of which places it owns magnificent buildings equipped with reading and writing rooms, rest rooms, and various conveniences for the free use of the public.

Senor Edwards has done much for the accommodation and betterment of the general public, and has been much before the public eye, having recently served as a member of the president's

cabinet. He welcomed us in a most cordial manner, and immediately plunged into a review of the recent commercial history of his country, calling our attention to the terrible losses by earthquake and the disastrous consequences of the panic of 1907 which was followed by a business depression lasting until the present day. Notwithstanding these calamities, Chile has managed to show progress and he believes that from now on conditions will constantly improve.

During the recent depression, the Montt administration has given the people employment by the expenditure of huge sums of money for great public improvements. These improvements will unquestionably prove a great boon to Chile, but Senor Edwards pointed out that these large sums of money had been appropriated and spent out of the current revenues of the country, and a deficit had been thereby created which had injured the financial standing of the nation. He stated that in his opinion the new administration which is to be elected in October would continue the public improvements but would discontinue paying for them out of the current revenues, and instead would bond them as is done in most other countries. These bonds will be offered to European and American bankers, and this new capital coming into his country he felt would improve conditions generally.

At the present time, Chilean paper currency is much depreciated inasmuch as it is merely an unsecured promise of the government and is not convertible into gold. However, a large sum of gold is being accumulated and placed upon deposit in Europe for the credit of the conversion fund, and it is promised that in 1915 the government will make this paper convertible into gold and thereby bring it up to par. However, this promise is

not looked upon with much confidence by the business community as there are reasons why the Chilean vested interests prefer a depreciated currency, and furthermore, the fear is expressed that should Chile be drawn into a war the gold in the conversion fund would be used for the purchase of armaments and the currency would be still further depreciated. Senor Edwards does not feel this way. He predicts that from now on the currency will go up in value and that it will eventually be redeemed in gold thereby removing the greatest obstacle in the way of stable trade conditions in Chile. He scoffs at the idea of Chile becoming involved in war with any power, as he states that the most friendly relations exist between his country and all other nations except Peru.

The Chilean possession of the two provinces of Tacna and Arica makes it impossible for Chile and Peru to be friendly, and Senor Edwards acknowledges that Chile will never give up these provinces or even submit to arbitration. However, he does not think that Peru will ever be strong enough to go to war with Chile over the wording of the old treaty of peace in connection with these two disputed provinces. He further called attention to the practical impossibility of internal disturbances, and cited the present political situation as an illustration of the fact that presidents are elected in Chile and not created by revolutions as in so many of the other South American republics.

The proprietor of *El Mercurio* is enthusiastic about America and American goods, but acknowledges that Americans have long been unpopular in Chile owing to the very unfortunate misunderstandings that have so frequently existed between the two nations.

He states that every time American trade has seemed to be getting on a firm foundation in Chile, one of our numerous differences has arisen to act as a hindrance to its development. On the other hand during fifty or sixty years of trading with England and Germany, there has never been a dispute or misunderstanding. As a consequence these countries have enjoyed most of the trade, although American goods would be much in demand if properly introduced.

It seems to be a habit in South America to criticise our state department. In Chile it is contended that we should not push so-called American methods so far as to insist on the instantaneous settlement of all questions in dispute but should take account of the characteristics of the Latin races, and while forcing settlements in accordance with our national interests, nevertheless do it a little more tactfully and not try to force matters quite so fast among this race of people as we would among our own.

Senor Edwards thinks that American and Chilean business men should become better acquainted and says that an American bank should be established in his country and high grade, tactful representatives should be sent there by American manufacturers.

He is a great admirer of former Secretary of State Root, and in this connection it is safe to say that in South America Mr. Root is more popular than any other citizen of the United States. Many times we have heard the hope expressed that Mr. Root would some day be president of our country.

Mr. Edwards is a strong, up-to-date and learned man, and if at this time or in the future, he should be elected president of Chile, he will doubtless acquit himself with ability and honor.

## SANTIAGO AND THE ANDES MOUNTAINS.

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Buenos Ayres, Argentine, September, 1910.—Leaving Valparaiso, a thoroughly comfortable and up-to-date railroad traverses a country very much resembling Southern California until it arrives at Santiago, a hundred and fifty miles away.

In the course of the journey the railroad crosses the coast plain which is filled with the eucalyptus trees, little pink apricot trees, great masses of mistletoe and other parasites, and a large orange buttercup-like flower, all of which are so familiar to the traveler in California.

After crossing this plain the railroad climbs over the first chain of the Andes Mountains and descends into the great interior plain of Chile. The scenery among these mountains is very beautiful but this chain of the Andes is not nearly so high as the second chain which lies further to the east and many little farms can be seen scattered about the mountain sides and in the valleys. Far to the south with the City of Concepcion as its distributing point is located the great agricultural section of Chile. In this section, which is being rapidly developed at present, the lands are both fertile and cheap and great opportunities for money making exist.

As the railroad leaves the first chain of the Andes and runs along through the plain, nothing is seen on either side of the track but a boundless expanse of grazing land, spotted with herds of cattle and sheep, until directly ahead appears the snow-capped peaks of the main chain of the Andes Mountains.

Santiago is located very close to these mountains and as we approached them the scenery became as beautiful as that in Switzerland. The sun was just setting and it threw a glow upon the enormous snow covered ranges

and peaks that rivalled the much talked of glow on the Alps.

After traveling for days down the barren west coast, the arrival in Santiago was certainly like getting back to God's country, for here is a large modern city with beautiful boulevards, parks, and plazas with well constructed buildings and most attractive shops and resembling in architecture and general appearance certain parts of Paris.

We stopped at the Grand Hotel, where the management and what is still more important, the Chef, are French and where every modern convenience is supplied except heat, which is the one thing which cannot be obtained for love or money in Chile. It seems that the winter is so very short that it doesn't pay to put in stoves or heating plants, and so the people have learned to drink their native "fire water" and sleep in their overcoats and shoes and wait for spring, and we were compelled to do as the people do. The two most prevalent diseases in Chile are pneumonia and smallpox, the first being caused largely by lack of heating appliances and the second by the fact that vaccination is not required.

The meals in Chile, as in all of these Spanish countries, consist of coffee in the morning, breakfast at noon, and dinner at about 7 o'clock, and it is interesting to note that all business of every description closes up at 11 o'clock and does not open up again until 1 o'clock in order to give everybody an opportunity to go to breakfast. All of the shop keepers put up their heavy wooden shutters in front of their doors and windows during these breakfast hours, failing to realize the advertising value of their shop window displays during the hours when the streets are most crowded.

Driving down the beautiful Alameda, which is the principle avenue of the city, and which is several hundred feet wide, finely parked, and lined with beautiful buildings, one's breath is almost taken away by suddenly coming within sight of Santa Lucia Park, the most beautiful down-town play ground in the world. Upon all the plain on which Santiago is situated, there is but one elevation and that is a great pile of rocks rising up five hundred feet in the very heart of the city. These rocks were originally a fortress and the city gradually grew around them. Finally, at great expense these rocks were turned into a park and they are now beautified by

they furnish an ever-changing display of the latest Paris clothes and the very finest horses and equipages. And the horses of Santiago are truly remarkable. There is hardly a mounted policeman on the street whose horse does not look worthy of a blue ribbon, and most of the carriages are of the most beautiful design except that the public depot coaches look like mourners' wagons.

The public buildings in Santiago, including the Capitol building of Chile, are very attractive in design and a number of the newspapers are particularly noteworthy as they maintain very fine buildings fitted up expressly for the convenience of the public.

Before arriving in Chile, we had



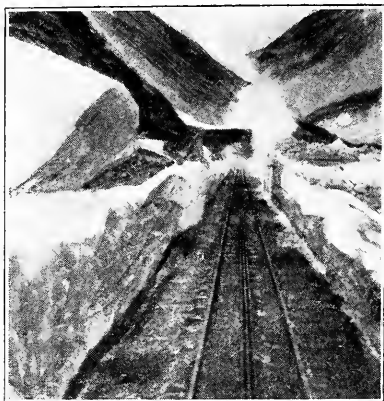
AN AUGUST SCENE.

magnificent buildings and arches and luxuriant tropical vegetation, and on top is an attractive open air theater, dance hall, restaurant, and observatory. From this observatory can be seen the numberless streets of Santiago running far out into the plain with here and there a great cathedral or large public building and to the east towering above Santa Lucia herself are the mighty peaks of the Andes.

The main business streets of the city run from the Alameda to the central plaza and both in the day and at night

Chilians, but we had about made up our minds that they were not so black as they had been painted when we heard much of the crookedness of the had an experience which sent all of our good opinions scurrying to the four winds. We were driving along the Alameda when a man suddenly threw a pocketbook through the window of our carriage and then jumped on a street car which was following a few yards behind us. We opened the pocket book and found that it was filled with money and after having gone about a block and the street

car having caught up to us the man jumped off and claimed the pocket book, saying that some one had stolen it from him and had thrown it into our carriage. We promptly surrendered the pocket book and were glad to get rid of it as we were expecting that some one would "catch us with the goods" and have us put in jail for thirty odd years. As soon as the man got his hands on the pocket book he ran so fast that we could not see him for dust, and we later on learned that he first picked the pocket of a passer-by on the Alameda and rushed



**Real August Snow Drifts.**

across the street, throwing the pocket book into our carriage so that it would not be found on him in case he were followed. He then hopped onto the street car and when he was sure that no one was on his track he calmly presented himself to us as the owner who had been robbed. After this experience we proceeded to our hotel, and there found a letter awaiting us which was signed by a Spanish gentleman who said that he understood that we had bought the Longitudinal Railroad and who stated that he would call upon us at eight o'clock that night.

We decided that this was another pocket book game in enlarged form and so bought a couple of butcher knives and awaited the gentleman in the parlors of the hotel. Promptly at eight o'clock he arrived with an in-

terpreter and said that he had about five hundred men working upon the right-of-way and wanted to know if we wouldn't increase this to a thousand men. We wanted to know if he couldn't get three thousand men, and he thought he could and we told him to go ahead. He said he couldn't stay very long because he had to start that night for the works so we told him good-bye in English and Spanish and several other languages and he departed looking as though he was pleased with the way we did business. At this stage of the game we were somewhat puzzled, but the next morning brought an explanation. One of the large South American exporting firms, who were friends of ours, had made arrangements for our rooms by telephone from Valparaiso before we arrived in Santiago, and prior to our arrival these rooms had been occupied by one of the officials of this corporation, and he was the gentleman who had actually bought the railroad. The contractor knew what rooms he occupied, but did not understand his name and consequently had come to us with his troubles. It took a great deal of telegraphing to prevent those three thousand men from going to work, but after that we were more careful how we suspected the natives without going into details at length.

The Chileans are certainly a very progressive people and every one of them is intensely proud of his country, and it is hard to find any place in the world a more patriotic nation. As the Chilean race is made up of an amalgamation of the unconquered Araucanian Indians and various emigrants from Europe, a large number of the family names resemble those of European nations, and so we find among their heroes and great men the names of O'Higgins, Cochrane, Prat, San Martin, Edwards, Tupper, Day, Mackenna, and others. Of their heroes, perhaps the most popular is Arturo Prat and everything from bar rooms to parks are named after him. When war broke out between Chile and Peru the latter country was in possession of the two formidable ironclads, Huascar and Independencia, and these two ships met at Iquique the two wooden gunboats, Esmeralda and Covadonga, which belonged to Chile. Prat was in command of the Esmeralda, which was sunk by the Huascar,

but before his ship went down he rammed the Huascar and with six men climbed on board and demanded her surrender. He was instantly killed by the Peruvians, but in the meantime the other Chilean ship had manoeuvred in such a way as to force the Independencia upon some submerged rocks and her loss so weakened Peru that she lost control of the sea and thenceforth was practically at the mercy of Chile.

It must be confessed that the Chileans are not very friendly toward the United States and their patriotism sometimes gets the better of their discretion. In measuring the strength of Chile with that of the United States, one of them called our attention to the Chilean navy and when we defer-

four girls who play various stringed instruments and sing at the same time.

Santiago is just getting ready for the centennial celebration of the independence of Chile, and the buildings are being put into repair and everything is being cleaned up and freshly painted and in all directions can be seen many thousands of incandescent lights that will illuminate the city like broad day light. This electrical display is going to be truly remarkable. The buildings are all outlined with lights, the telegraph poles are covered with them, and hundreds of illuminated arches span the principal streets. The Alameda and Santa Lucia park are one solid blaze of lights and it is safe to say that at no



**CLIMBING THE MOUNTAINS.**

entially said something about sixteen battleships he said, "do you mean those sixteen paraffine cans that sailed around here?"

One night we went to see the famous Chileno "Cueca Dance." It is danced by a young man and young woman, each of whom waves a handkerchief from their uplifted hands, and the gestures and poses are not unlike some of the dances of the Japanese geisha girls, but the music is much better than the Japanese variety, it being furnished by three or

place in North America has there ever been seen such a display of electricity.

Chile is certainly a great little country and all appearances point to its becoming still greater.

Until this year Argentina could be reached from Chile by way of the Andes only during their summer months, which correspond to our winter months, and then it was necessary to go over on muleback or in mountain coaches. During the winter portion of the year communication across

the Andes was entirely cut off and in traveling from one country to the other it was necessary to go around the horn. However, this year the great Andes tunnel was opened up and trains have been running through with more or less regularity ever since. Only a short time before we crossed a train was caught in a snowstorm high up in the mountains and delayed for eight days, and so it was with some little trepidation that



Eating Home Made Ice Cream.

we set out from Santiago on our way to the Argentine.

We left the capitol of Chile at about six o'clock at night and traveled on a very finely appointed train until about 10:30 o'clock, at which time we arrived at Los Andes, a little town situated in the foothills of the Andes. Here the train stopped as they do not run late at night, and we went to a little railroad hotel built at the side of the tracks, and which was very comfortable except for the cold. This experience reminded us somewhat of Shan-Hai-Kuan in Manchuria, where we stopped over night in a similar hotel because our train did not run after dark for fear the dragons might get it.

At six o'clock in the morning we were awakened, given a cup of coffee and bundled on board the narrow guage railroad train which climbs up through the mountains. It was a beautiful sunshiny morning and as we crawled along through the valleys

we were interested in the little huts in which the natives live. These huts are made entirely of reeds and are doubtless very comfortable during the greater part of the year, but in the chilly morning air it was noticeable that there was a fire burning on the ground in the center of each hut and that the entire family was sticking pretty close to the smoke.

Constantly climbing higher with every little while a rack and pinion section, we soon rose above the line of vegetation and plunged in amongst the most stupendous scenery on the continent. At one time it seemed as though we were going to run straight into the face of a tremendous cliff, but on nearer approach it could be seen that a very narrow crack separated the mountain into two parts and across this our train ran on a little concrete span which bore our weight over a thousand feet above the bottom of the canyon. This peculiar formation is what is known as a cooling crack. At the time these mountains were thrown up by volcanic action they began gradually to cool and this cooling process led to the contraction that produced this crack in the side of the mountain which finally came in so handy for the railroad builders. Winding around great horseshoes and always climbing higher we finally ran into the snow fields where the snow was banked up on both sides of the track higher than our train, and after traversing numerous tunnels we finally stopped at a little lake almost eleven thousand feet above the sea, surrounded by great glaciers and enormous masses of snow and ice and on all sides of us towered the peaks of the higher Andes, a great many of which reach the enormous height of 20,000 feet, and one of which—Mount Aconcagua—over 23,000 feet high, is the tallest peak on the western hemisphere. The grandeur of the scenery here among the great peaks and snowfields of the Andes can be equalled only among the Himalayas of Asia.

Our train was now almost as high as the top of Mount Blanc in Switzerland. A short distance from this little lake we entered the great tunnel which pierces the Andes range, and in ten minutes we emerged on the other



side of the mountain and in the Argentine Republic.

The descent from this point was rugged and very beautiful, but exceedingly cold, as we had run into the outskirts of a snow storm and when

we finally arrived about dark at the city of Mendoza, where we were to change cars, we were very glad to get our feet pretty close to a welcome fire and indulge in a few cups of hot coffee.

## ARGENTINE AND BUENOS AIRES.

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Buenos Aires, Argentine, September, 1910—The trip from Mendoza across the six hundred miles of pampas to Buenos Aires is made in a first class modern train with sleeping cars, which, however, are exceedingly dusty, and takes about twenty-two hours' time. The view for this whole twenty-two hours is exactly the same, absolutely flat, rich, black plains extending to the horizon with never a sign of a rise or elevation and with few trees, but literally covered for the whole six hundred miles with herds of magnificent cattle and droves of fine looking sheep. Here, indeed, is a country whose agricultural wealth is beyond all of the wildest expectations of the traveler, and one does not travel far across the Argentine plain before the great republic of the south has won his profound respect. For hours our train traveled through this wonderful agricultural country resembling so much the western part of the United States, and occasionally we passed through little towns and villages where could be seen clusters of picturesque cow-boys and ranchmen.

At one place on the trans-Siberian railroad the train traverses an exact mathematical straight line for eighty miles and we thought that this was very wonderful, but at one place between Mendoza and Buenos Aires this Argentine railroad runs a hundred and seventy miles without varying a fraction of a degree from a straight line. It can be truthfully said that at no time during the entire trip across the plains were we out of sight of cattle or sheep, and the monotony was only varied by the large quantities of wild

game.

In all directions could be seen wild ducks and other birds more or less familiar to us and beside these we saw great numbers of a large bright pink bird somewhat resembling a crane. Then on all sides there were numerous hares, many of which were as large as small lambs, and it was interesting to watch them run away from the train. But perhaps the most surprising sight of all was the wild South American ostrich. These great birds could be seen by the thousands running in among the cattle and many of them came up very close to the railroad tracks as we passed by.

All in all this trip across the pampas of Argentine impressed us with the wonderful richness of the country and the great opportunities existing there.

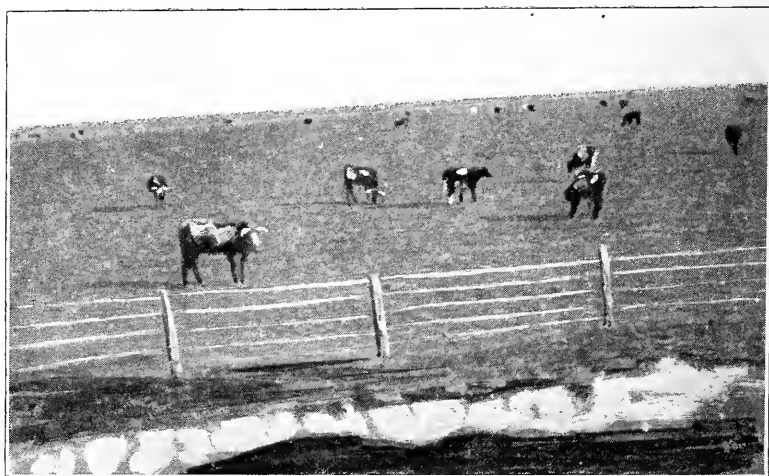
We had no sooner arrived in Buenos Aires than we were convinced that we had come to one of the world's greatest cities. We drove to the Plaza Hotel which is a great fire-proof skyscraper, resembling in every way our great New York hotels, managed by the Ritz-Carlton company of London, and possessing such luxurious appointments as to entitle it to be rated as one of the world's finest hosteleries.

In Buenos Aires we found all of the life and beauty of Paris, the Avenida de Mayo resembling the famous Parisian boulevards except that it is finer than they are, the Florida which is the best shopping street, reminding one somewhat of the crowd in the Rue de la Paix, and the park known as Palermo with its magnificent race

track and artistic little park restaurants bringing to one's mind the beauties of the Paris Bois. And then there are the many vistas and squares that take one's memory back to Paris and besides these, the architecture, the little sidewalk cafes, the characteristic boulevard news-stands, the little one-horse cabs, the Latin characteristics of the people, and above all, the clothes remind one of La Belle France. However, surrounded by all of these reminders of Latin Europe, there is noticed another element which is not found on the other side of the Atlantic. This is the spirit of Americanism and is evidenced by the hustle and initia-

In the central section of the city the buildings are higher and the new capitol building, somewhat resembling our own and located in a newly created plaza of great beauty, looms up prominently in the near distance and not far from it is seen the opera house, the interior of which is unequalled in the world. Down at the other end of the Avineda can be seen the large government offices and nearby is being constructed a real American skyscraping office building.

To an American, it is surprising to note that there are only about fifteen large chimneys within the range of



ON THE ARGENTINE PAMPAS.

tive of the people. Here, old time-worn customs do not count for much and the people are anxious to try anything new providing it is better than the old.

From the roof of a ten-story building, we looked out over this city of a million and a quarter inhabitants, and a solid mass of buildings extended out in every direction as far as the eye could reach. The great area covered by the city is doubtless due to the fact that the European style of architecture predominates, and consequently the buildings are not very high, but extend over a large amount of land.

vision. This is due to the fact that the Argentinas manufacture almost nothing and immediately impresses a practical business man with the great trade opportunities where over a million people are clustered together with no factories to supply the necessities and luxuries of life. Lining the River Plate can be seen the docks and huge grain elevators and off to the west extend miles of beautiful residences and parks while far off in the distance to the east can be dimly seen the city of La Plata which proved the ruin of the Barings of London. We afterward visited La Plata and found it a rather

sleeve old town of about seventy-five thousand people.

La Plata is the capitol of the province of Buenos Aires and scattered all through it are the magnificent buildings of the provincial government, and there are many beautiful plazas and boulevards. These buildings and boulevards caused the famous Baring failure. It seems that the Barings were the bankers for the Argentine Republic and at that time there was great rivalry between the cities of La Plata and Buenos Aires. Each city felt that it was entitled to be the capitol of the Argentine but La Plata being located further down the river toward the sea, the bankers felt that it was in a position eventually to surpass Buenos Aires. As Buenos Aires was then the capitol of the Republic and La Plata had been made the capitol of the province, the Barings advanced the money to build the impos-

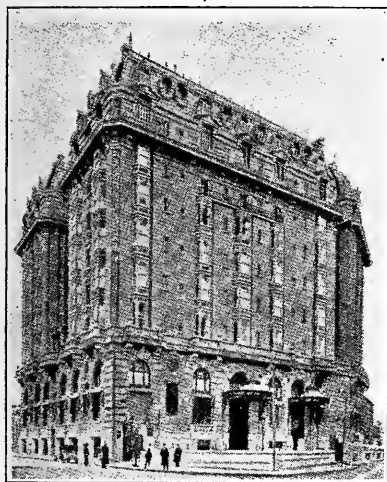
heard round the world. This was the end of La Plata and the beautiful buildings stand there today as monuments to a scheme that didn't work.

The restaurants, cafes, theaters, shops, department stores, etc., in Buenos Aires are probably as modern as can be found in the world, and the people are remarkably well-dressed and well-groomed. There are no bull fights or similar public amusements, but the national lottery is much in evidence and in every money changer's shop and cigarette stand the tickets can be procured.

At the present time the traffic problem is uppermost in the minds of the officials and arrangements have been made looking toward the construction of a subway system which will greatly relieve the crush in the down-town streets.

One of the principle sights of Buenos Aires is the magnificent home of the newspaper known as La Prensa. This famous paper, recognized as one of the greatest publications in the world, maintains this large building primarily for the benefit of the public. It has beautiful reading rooms, writing rooms, and rest rooms, and furnishes medical treatment and legal advice free of charge to all who apply. In addition to these conveniences, the building is furnished with magnificent banquet rooms and beautiful private apartments which the paper puts at the disposal of visiting personages of note. La Prensa is truly the owner of the greatest newspaper building in the world.

The great world's fair being held at Buenos Aires would be a huge success were it held under one roof so to speak. As there was not an available piece of ground located within reach of the center of the city that would be large enough to accommodate the exposition, the Argentinas selected five different sites within the city and divided the fair into five sections. This was a mistake as it is not convenient to get from one section to the other and a separate admission is charged to each section. The individual exhibits are of the highest order and the buildings are in keeping with our ideas of world's fair structures, and had the whole exhibition been put together it would have been a great show. The United States was



Plaza Hotel, Buenos Aires.

ing buildings and lay out the beautiful boulevards thinking that the magnificence of La Plata would put it so far ahead of Buenos Aires as to make of it the greatest city in the Argentine and eventually the capitol of the nation. However, bad times came upon the financial world, and the Barings being unable to sell the La Plata securities, failed with a crash that was

fairly well represented in the various industrial sections and also had a good collection of pictures in the art sec-



Home of famous Argentine newspaper, "La Prensa."

tion.

This art section was particularly fine, representing as it did, paintings

from nearly all of the principal countries of the world. The success of this section was due largely to the individual efforts of Paul B. Chambers, the vice president of the exhibit, who escorted us through the galleries and paid us the compliment of having the band play Yankee Doodle and The Star Spangled Banner.

One day we attended the races and they were very exciting and a huge crowd was present. As soon as the races were over, everybody from the highest to the lowest climbed into a carriage and joined the great parade in Palermo. Here for an hour the carriages drive slowly up and down, sometimes four abreast, each line driving in the opposite direction to the next line and furnishing a great display. While there were many fine horses and carriages in line, nevertheless it did not seem to us that Buenos Ayres quite lived up to its reputation in this regard for the horses of Santiago seemed to us to be somewhat superior.

Before leaving the land of the Argentinas, we had the pleasure of attending a reception given by the North American colony to United States Minister Sherrill, and here we met the leading Americans located in Buenos Ayres. There are about two hundred of them and they are all high-class, good-natured, prosperous looking people, who treated us so cordially and made us feel so much at home that it almost made us feel homesick when we sailed from Buenos Aires for Uruguay.

## AMERICAN TRADE OPPORTUNITIES IN THE ARGENTINE.

Buenos Aires, September, 1910.—In Buenos Aires we have had the opportunity of interviewing some of the most prominent Argentinas, together with leading Americans and influential foreigners, and their opinions lead us to

believe that the American manufacturer has a great field open to him in this country which he is nevertheless failing to take advantage of.

Here is a magnificent country of enormous wealth and with a constant-

ly increasing purchasing power. It is true that no such population is found here as in China and the oriental fields for trade development, but on the other hand it would seem as though our manufacturers would do well to exploit this field first and take care of China afterwards. The Argentine and South America are nearer to our shores than China, and what is most important, these countries lie within our own sphere of political influence while China is under so many conflicting political influences that we cannot expect our business interests to be as well protected there as in South America. Furthermore, the opening of the Panama Canal will materially increase American political influence in this part of the world. Then there is the most important fact of all to be considered—the character of the people. In China we have a people whose ideas are entirely alien to our own, and it is necessary to first educate them and create a demand for our goods. On the other hand, we find in South America the civilization of Europe combined with some American ideas, and here there already exists a pressing demand for the necessities of life and also for all of the luxuries. Add to this demand the fact that the Argentinas do not manufacture to any extent, and it is readily seen that somebody must supply the goods and there is no good reason in the world why America should not be the nation to do so.

Of course, some American manufacturers feel that they cannot compete against England and Germany in these countries because of the high labor cost in the United States but in the great re-adjustment of prices and conditions of labor and production which must unquestionably take place in our country sooner or later, this disadvantage under which the American manufacturer claims to suffer at present will most certainly be minimized and in the meantime proper methods, superior goods, and superior service will unquestionably bring many orders to America that now go to England and, particularly, to Germany.

In this connection it is interesting to note that America is already somewhat over-produced and that in the future it will constantly become more

necessary for our manufacturers to find a foreign outlet for their production, and also from the standpoint of our trade balance it will constantly become more necessary for us to export manufactured goods to take the place of our exports of foodstuffs which from now on will doubtless constantly decrease.

The present economic position of our country is, indeed, an interesting topic for discussion but in the short space of a newspaper article it is of course impossible to go into the details which make up the present situation. Suffice to say that in the past, the American manufacturer has not made a great success of the export trade because of the fact that he has not had to go out of his own country to find a market, but in the future conditions are going to be otherwise, and we believe that the American manufacturer, as soon as he learns the game, will excel in it just as he has excelled in every undertaking which he has seriously attempted.

In Argentine, the most friendly feeling now exists toward Americans, this friendliness having increased particularly during the past year or so due to the popularity, tact and business ability of United States Minister Sherrill. The strong points of Mr. Sherrill make up for a lot of the weak points of our diplomatic and consular service elsewhere, and the spirit of closer friendship which he has engendered has been followed by very large trade increases, the reports for each year since Mr. Sherrill has been our representative in Argentina showing heavy increases of American goods purchased.

Now that our friendship with the Argentine is on such a firm basis, it would seem that the time is ripe for us to remove some of the difficulties in the way of our trade with this nation, and let it be understood, by the way, that every word in this article referring to Argentine is equally applicable to a more or less extent to each of the other principal nations on the South American continent.

The first and foremost difficulty in the way of our trade with Argentina is the lack of transportation facilities and the absence of a decent mail service. There is only one line of ships sailing from New York to this part of the world, and that is maintained by

an English company, and the accommodations are poor, the sailings very infrequent, and the time consumed en route out of all proportion to the distance traversed. Furthermore, the mail service is abominable. Thus, if an American salesman receives an order in Buenos Aires and advises his firm by letter and they promptly pack and ship the goods, it will be from ten to twelve weeks after the order is placed before the customer in the Argentine receives the articles that he has purchased. Because of these conditions, it is necessary for American representatives to use the cable service which is very expensive and is an unsatisfactory method of transacting business. Most of our mail is sent to France or England, and then forwarded to the United States, and it is a matter of considerable shame to our countrymen that it is necessary to send the American mails into the Eastern Hemisphere in order to get them from one point to another, both of which are in the Western Hemisphere.

We have been against the subsidization of our merchant marine, believing that other methods would be more effective in putting our flag on the high seas, but if a subsidy or anything else will put a swift, frequent, and regular shipping service between New York and The Argentine, we, together with all Americans who are familiar with conditions as they exist, would most certainly be for it.

The next most important factor in the establishment of American trade on a firm basis in South America is the organization of an American bank. This subject has been touched upon in every country we have visited, and in Buenos Aires particularly, the need for such an institution is prominently in the minds of the American colony.

At present the banking business is handled entirely on European lines, and it is difficult to purchase bills on New York except through the foreign banks at high rates, and in most countries bills against New York are not looked upon as good payment, but must be sold at disadvantageous rates and payments made by means of bills on London. Furthermore, as is to be expected, the influence of the great banking institutions of South America is exerted entirely on the side of the European manufacturer,

and the American not only has no bank to influence business or handle his remittances, but he has no trustworthy channel through which he can obtain credit information. Not only is a bank necessary in South America but it will pay, and in time, under a tactful, energetic, and careful management, it will pay handsomely.

Another reason why American trade is not larger in South America is the ignorance of the manufacturer in regard to this continent. A large number of our business men do not know the difference between Buenos Aires and Rio de Janeiro, and could not tell you without looking it up, which is in the Argentine and which is in Brazil. What we need is to have the boss come down to South America himself and look the field over carefully. He will then realize that the purchasers in these countries are just as particular about the goods they buy as are the people in our own country, and he will stop sending out the second-class articles that he now frequently ships down south for the use of what he terms "the natives."

We visited a number of stores that were advertising American goods for sale and were astounded at the display of rubbish which had been sent down from the States. There was a store full of flimsy furniture that was for sale at outrageous prices, and that would not have been taken home by American purchasers even if given away as souvenirs.

This sort of trash comes to be looked upon as "American goods," and the man who sent it down here ought to be expatriated. When the boss himself visits this part of the world he will learn that he must change his methods of selling goods and become more closely acquainted with the country.

At the present time, the average manufacturer picks out the salesman who is not good enough to sell goods at home and ships him down to The Argentine with a box of samples, and the salesman without any knowledge of the Spanish language and without any insight into the wants of the people, breezes into an establishment, spreads his samples all over the place, and through a poor interpreter in the hustling American way, tries to sell a bill of goods on the spot. If the Ar-

gentine merchant insists that he cannot sell soap unless it is very highly scented because his people like it that way, the salesman generally tells him that he does not know what he is talking about, and proceeds to inform him as to how many million bars of that soap were sold in Missouri last year.

Now, the American merchant will have to change his tactics. Instead of picking out the poorest salesman he has, he must pick out the best man he can obtain in America; a man of the utmost tact, patience, and common sense and a man who will study the customs, manners, and peculiarities of the people, and who will go to The Argentine and temporarily become an Argentine.

Some firms employ foreigners to represent them outside of the United States, but it seems to us that American goods should be represented by Americans, and there is not a better representative in the world than the American providing that he is a high-class American, and not an unsuccessful salesman who cannot make a living at home. It is absolutely essential that every salesman coming to this part of the world speak the Spanish language, and if he cannot do this, it is a waste of money to send him five miles out of New York harbor. After the right salesman is selected and sent to The Argentine, he should be given sufficient money to advertise the goods he is trying to push, for these people are great advertisers, and furthermore the boss at home should not forget all about him but should do all in his power to help get the goods before the Argentine public.

The world's fair at Buenos Aires showed that the manufacturers at home were not doing their part along this line, for while they finally managed after a great deal of hammering from this end of the line to send down fairly creditable exhibits they failed to have anybody here to properly look after their goods, and as a result, the finish was marred and scratched off a number of the articles and they made a poor display along side of the great exhibits of England and Germany, all of which were covered with bright new paint and were most attractively displayed.

The manufacturer at home does lots of funny things in connection with this trade. One Argentine told us with a laugh, of his experience with one of our large firms. He had received some goods which were not according to sample and was compelled to write several times before he finally got an adjustment. In closing the matter, he wrote to the American firm and told them of the annoyance that he had been caused, and further made note of the fact that he had been compelled to spend thirty cents in postage in settling a little account of a few dollars.

The American concern promptly sent him thirty cents in United States postage stamps. Now, what the American firm thought that the merchant could do with United States postage stamps in the Argentine has not yet been explained, but it is just these little things that count down here.

Another complaint that is as old as American trade itself, is in connection with the way in which we pack our goods. We are accustomed to allow the office boy to do our packing at home, but if the boss would come down here and see his goods hauled out of the hold of a ship by a derrick, swung out over the side, and then dropped in a lighter as it rose on the crest of a great swell, he would feel like going home and having his shipping crates made of cast iron. A few years ago American goods were not ordered down here because when they arrived they usually consisted of a pile of splinters, but this is changing for the better very rapidly now. However, there is still room for large improvement.

Our competition in South America is largely from the British and the Germans, the British selling the higher grade of goods, and the Germans the lower grades. Both of these nationalities have had large experience in all parts of the world, and they know how to go about this business in the right way. They both use every energy and every argument to belittle American trade, and although we laugh at the slow-going Englishman, nevertheless, he knows what he is doing just about all the time and he often manages to beat us out of a contract in such a quiet way that we do not realize how it all happened.

The Germans are more unreliable

than the English and in their tactics sometimes resemble the Japanese. However, they send out clever men who speak good Spanish and who know enough to entertain their prospective customers and get to be good personal friends with them before they even broach matters of business. They know that patience and care not to offend are of the utmost importance in South America.

The difficulties, real and fancied, in the way of entering this market have led most American firms to place their goods in the hands of large commission merchants located on the ground. This method would doubtless prove fairly satisfactory in view of present conditions, were it not for the fact that it is said many of these commission houses do not honestly represent their clients. It is pointed out that some houses represent two hundred or more American firms but do not actually push more than ten or twelve lines. They sign up with the rest in order to keep them out of the field, and because only an occasional order is received the American manufacturer gets the idea that trade in his line does not exist. As a matter of fact, most of these commission houses are of British or other foreign nationality, and while sending most of the desirable business to their own countrymen, they sell just enough of our goods to keep us off of the map and the head of the concern at home never comes down here and so never finds out.

One other factor must be taken into consideration, and that is the standard of business morals is not high. Many contracts are based largely on graft, and dishonesty among individuals is rather common. This disadvantage, however, can be largely overcome by familiarity with the people and cus-

toms as in our own country where such things are certainly not unknown, we are able to keep them from entering seriously into our business affairs by knowing how to avoid them.

Believing that as the years go by our country will be forced more and more into the export trade, it would seem that we as a nation should do all in our power to build a solid foundation for our future world-trade, and along this line let us suggest the good that would come from the establishment of a national school of diplomacy as has been several times suggested by eminent men, and the further extension of the principles of civil service to our consular organization.

Another matter that seems to us to be of the utmost importance to America today, is the teaching of Spanish in all of the public schools. Not only will the future development of our foreign trade demand a knowledge of the Spanish language, but this being the universal language of all our newly acquired colonial possessions together with such countries as Cuba and Panama which are so closely connected with our political interests, it would seem that a knowledge of Spanish will certainly prove of great advantage to the majority of the men of the coming generation.

All indications point to the ultimate development of the American export trade, and with a considerable knowledge of American goods and American methods, and with also some familiarity with the capabilities of various other competitors among the nations, it seems certain to us that after a reasonable term of years, the words "Made in the United States" will be more often seen than the like phrase of any other nation.

## FROM BUENOS AIRES TO RIO DE JANEIRO.

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Rio de Janeiro, October 1910.—At Buenos Aires we boarded the north-bound steamer which had just arriv-

ed from its frigid trip around through the straits of Magellan. The passengers on board reported the straits as



resembling the usual descriptions of the north or south Poles for as they came through just at the end of the winter season, the valleys and mountains of Patagonia and Tierra del Fuego were covered with great masses of ice and snow.

It is said that in the summer time this part of the continent becomes very comfortable to live in but nevertheless, the fact that it lies close to the Antarctic circle and that this is the stormiest land in the world, makes one hesitate about recommending it as a summer resort.

In Tierra del Fuego there live what are considered the lowest type of human beings in the world. They exist in much the same manner as animals, many of them wearing hardly any clothes even in the midst of winter. As the ship came out of the straits on the Atlantic side, it was forced to slow down because of the near approach of a huge iceberg, the presence of which made it necessary to use caution in handling the ship. After a day's steaming, the Falkland Islands were reached where a short stop was made for coal. These islands have the disadvantage of an exceedingly stormy climate, but nevertheless they contain a considerable amount of good sheep grazing land which is now practically all taken up by ranchers.

These islands belong to Great Britain, and this is consequently one of the very few places in the southern part of the Western Hemisphere where the flag of a European nation flies. In the past, these islands have been under many different flags, and it is interesting to note that at one time the stars and stripes were hoisted here. This was shortly after the Revolutionary war at which time everybody had deserted the Falklands except a few American whalers who raised the American flag. However, the United States did not consider these islands of any value whatever, and did not take any steps to occupy them permanently, and a number of years later the English took possession of them.

From the Falklands to Buenos Aires, where we joined the ship, the voyage was a cold and stormy one with little to excite the interest of the traveller except the great white bird called the albatross, a number of which followed the ship for a long distance.

From Buenos Aires, we crossed the

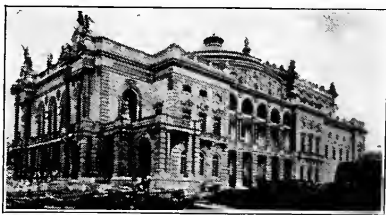
La Plata river to Montevideo in Uruguay. At this point the river is one hundred and twenty miles across and is much the color of the Yellow Sea due to the mud that is brought down by the Uruguay and Parana rivers.

It will be recalled by the readers of the Herald that the Uruguay river runs north along the west boundary of Uruguay while the Parana flows north through the Argentine until it is joined by the Paraguay river which takes its course through the heart of the Republic of Paraguay.

#### A Difficult Journey.

Practically the only way to reach Paraguay at the present time is by the route which traverses these rivers, and although it is a long and difficult journey, nevertheless it is said to be one of great interest to the traveller. Paraguay has been so isolated that little has been known of the country or its products except for the Yerbe Mate or Paraguayan tea and the wonderful Paraguayan lace.

At one time Paraguay seemed to be making considerable strides ahead but at this time came forward Francisco Lopez, a corrupt and unscrupulous dic-



San Paulo Municipal Theater.

tator, who imagined himself a second Napoleon Bonaparte, and who proceeded to get into a war with Brazil, Uruguay, and the Argentine. For six years he fought these nations and was then finally captured and killed, but only after his country had been ruined and most of her inhabitants destroyed. When the war began, there were over 1,300,000 people in Paraguay, and when it was over there were only 220,000 left, and these were mostly women, children and old men.

During the last few years, Paraguay has begun to show signs of returning political importance, and Asuncion, the only city in the nation, is now taking

on quite a modern appearance. The development of railroads is opening up various sections of the country, and it is said that wonderful opportunities exist for obtaining the very highest class of producing land for practically nothing.

The trip across the Le Plata river took almost the entire night, and in the morning we landed at Montevideo. Here, we found a fine large city with substantial buildings and the usual attractive parks and plazas.

The city is spread out over a great amount of land, and is bounded on two sides by the sea, making it a very healthful place, and one that is very popular during the summer months with both the Uruguayians and the Argentinas. The noise and hurry of Buenos Aires are missed in Montevideo, but nevertheless it is an interesting city to visit, and one is attracted by the various nationalities met on the streets, the cosmopolitan nature of the shops, and the charms of the bathing beaches.

Uruguay, of which Montevideo is the capital, is one of the most interesting little countries in the world. Practically all of its land is taken up by ranchers and fruit growers, and its resources along these lines are enormous. Its past history has been filled with revolution and wars, but it always managed to recuperate rapidly and is now covered with a network of railroads, and seems to have entered upon a period of peace and prosperity.

There are a number of large foreign enterprises in this country, the best known of which is the famous Liebig Extract Co. But few people in Europe and America, who enjoy the Liebig Beef Extract, know that it comes from Uruguay. The government of this little country is now fairly stable but it suffers, of course, from that common complaint in South America, graft, which usually takes the form, among others, of pensions or gifts to the friends of the men in power.

Sailing north from Montevideo, we encountered a good old-fashioned South Atlantic "blow" which piled the water up in big chunks and sent most of the passengers scurrying to their cabins where they remained for two days. During this storm we were driven somewhat out of our course, and as a result were twenty-four hours

late in arriving at Santos, Brazil, which was our destination.

Approaching the green shore of Brazil, which was covered with palms and tropical plants, we passed a beautiful seaside resort with large hotels and pavilions, and steamed about four miles up a winding tropical river to the city of Santos. After having grown accustomed to continual shivers during our trip through the more southern countries, we were, indeed, glad to feel the hot sun of Brazil, and to again be able to don silk clothes and Panama hats. At this port, for the first time since we left Panama, we were able to land without the use of small boats, for here have been constructed first class modern docks.

Santos is the greatest coffee shipping port in the world, and all that one sees or smells there, is coffee. The ships at the docks are loading it on board, the warehouses all over the city are filled with it, the colored laborers are carrying it, the ox-carts are hauling it, the people are drinking it in the cafes, and the little berries are scattered here and there over the streets and sidewalks.

Santos, once known far and wide as one of the most unhealthful places in the world, is now clean and sanitary, but aside from its pretty location on the river bank surrounded as it is by hills and mountains, and its importance as a coffee port, not forgetting, however, its typical Portuguese architecture, Santos is not especially attractive to the traveler.

From here, we traveled by way of the famous San Paulo railroad to the inland city of San Paulo which is one of the largest and most important places in the republic of Brazil. This San Paulo railroad, which winds its way over a mountain chain, is one of the finest railways in the world owing to the fact that the company is only permitted to pay a specified rate of dividends, and as they have earned huge profits they have put back into the road bed all of the earnings over the permitted dividends.

The road bed and rolling stock are kept in magnificent condition, all of the hills being drained by means of a most elaborate system of concrete gutters in order to keep the rain off of the right-of-way, and many of the mountain sides are paved with stone

in order to do away with the danger of possible land slides. Wherever the railroad runs over a mountain, an endless cable is so arranged in the center of the track that a train going up on one track and also a train coming down on the other can both be attached to the same cable. Then the schedule is so arranged that whenever a train goes up the mountain, one also comes down, and they thus balance each other on the mountain side and make it much easier for both locomotives.

The trip to San Paulo is very fine from a scenic standpoint, and the country and vegetation on all sides resemble very much that of Cuba.

Arriving at San Paulo, we were sur-

ular rows of ornamental trees which are trimmed in a uniform way, and help enormously in giving the place a dressed-up look.

The truly magnificent public buildings, palatial residences of the owners of the coffee fazendas, and the crowded and modern business districts filled with tram cars and taxicabs, make the stranger open his eyes with astonishment.

One of the odd things about Brazil is the currency system. The standard of value is the "reis" but it takes 3,200 of them to make one of our dollars, and consequently this is one of the greatest places in the world for a poor man to acquire the feelings of a millionaire. It is hard to remember



**MONROE PALACE AND AVENUE OBELISK**  
(Where Pan-American Congress Was Held.)

prised to find such a fine modern city. Every familiar sight of the large cities of the world is here encountered, and prosperity seems to abound on all sides. A fact worthy the attention of our North American cities is the interest which these South American people take in civic beauty. Practically every street in the city of San Paulo is lined on both sides with reg-

ular rows of ornamental trees which are trimmed in a uniform way, and help enormously in giving the place a dressed-up look.

The people of San Paulo, or Paulistas as they are called, are evidently

very resourceful. As an illustration of this characteristic, we were told about a company that was formed to start a "bacon factory," as they expressed it. After they had constructed a large plant, they commenced buying hogs, but after a few months they had killed all of the hogs for miles around, and were forced to close down because of lack of raw material. For a very short time, it looked dark for the stockholders, but the board of directors promptly turned the bacon factory into a brewery and to use the words of our informant, it is now a "howling success."

Among the odd sights of San Paulo are the little one-horse, two-wheeled public vehicles called "tilburys" and the great number of umbrellas seen. Notwithstanding the fact that the sun may be shining brightly, everybody has an umbrella tucked under his arm. We learned to respect this custom, however, for as we were walking along the street about three blocks from our hotel, the bottom suddenly fell out of the sky and the proverbial drowned rat must have looked dry by the side of us.

The people of Brazil differ from the people of the other South American countries in that they speak Portuguese instead of Spanish, and are, if such a thing is possible, more immoral than the people of the Spanish speaking countries. The officials of the Catholic church are fully aware of the state of affairs in South America, and have on several occasions publicly deplored the conditions existing there. However, the customs and usages of centuries are so firmly rooted here that it will doubtless take a long time to properly reform the church in South America. Various Protestant denominations have entered the field, and are doing a great work in connection with the schools and universities which they are founding in the various republics, but as yet they have no extended religious influence with the great masses of the people. It would seem as though the condition of the Christian religion of this continent should have the earnest and energetic attention of both churches.

At San Paulo, we boarded what is known as the "train de luxe" which is run daily over the government railroad leaving the San Paulo station at 8

o'clock at night and arriving in Rio de Janeiro at 8 o'clock the next morning.

We have had the pleasures or misfortunes of riding on various "trains de luxe" in various parts of the world, but here, indeed, was a new one on us. The cars are constructed without vestibules and without springs but the inside arrangement is very comfortable. Both sides of the car are divided into sections by means of fixed wooden partitions, and in each section is constructed a little bed. In front of each section, curtains are arranged which can be drawn and fastened together, and on the side of the partition is a large mirror. When the passenger draws the curtains, he finds himself occupying a little square room which has as its furniture a bed, a mirror, and the traveler's suit case. There are no upper berths and the sheets and blankets are laid on the end of the bed and the passenger is given a little exercise before going to sleep by the necessity of making up his own bed. In the day time the beds are still beds and an extra chair car is carried on the end of the train in order to supply the passengers with some place to sit down. We presumed that if the chair car happened to be lost off from the train in the night, it would be necessary for the passengers to stay in bed all day or else stand up.

After traveling through part of the province of San Paulo, with its thousands of coffee plantations that supply the larger part of all of the coffee that is consumed in the world, and that have made this part of the nation rich and prosperous, our train entered the Province of Rio de Janeiro, and winding its way through the coast range of mountains, finally reached the extended suburbs of the City of Rio de Janeiro, and shortly afterward steamed into the station located in the center of the capitol of Brazil.

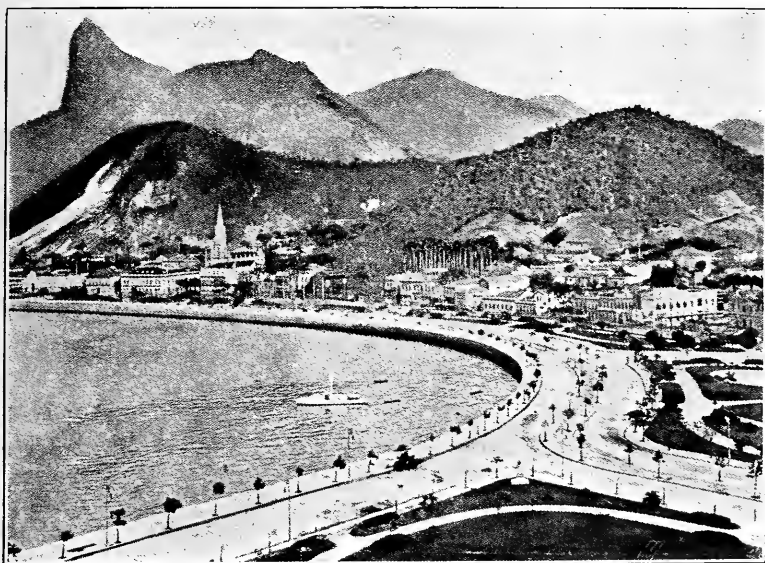
Rio de Janeiro, surrounded on all sides by beautiful scenery, its many hills decked with clusters of palms, and possessing what is probably the finest and most picturesque harbor in the world, is a place not soon to be forgotten by the visitor. And this city of a million people covering a great amount of territory and extending for a long ways up the valleys between the surrounding mountains, was only a short

time ago dirty, unhealthy, and unattractive. However, in the course of one or two years' time these conditions were reversed, and Rio de Janeiro is now one of the world's cleanest, healthiest, and most beautiful cities.

A new street or avenue was projected straight across the city, the land was purchased, the old buildings demolished, and the most beautiful street in the world, the Avenida Central, was constructed. This wonderful thoroughfare is already lined on both sides with huge buildings of beautiful architecture, and at one end connects with the Avenida Botafogo, which surpasses anything we have seen in the world. For over four miles this boulevard skirts the harbor, a sea wall be-

tractions. From the other end of the Avenida Central, connection is made with another drive on the other side of the city. This is what is known as the Mangul Canal. On each side of this canal there has been constructed a road, and on both sides of each of these roads have been placed rows of giant palm trees, and the effect produced is, indeed, attractive to northern eyes. Many other streets and avenues have been broadened and beautified by the administration, and in the center of the city is located a perfectly kept up tropical park where peacocks, and many peculiar little animals run back and forth across the drive.

On some of the newly constructed streets, there have been built theaters.



**BOTAFOGA AVENUE AND CORCOVADO.**

ing constructed on the outer side, and the inner side being lined for almost the entire distance with beautiful tropical parking. The boulevard is divided into several sections for the accommodation of ordinary vehicles, automobiles, saddle horses, etc., and the drive out and back is one never forgotten, involving as it does a continuous panorama of extraordinary scenic at-

government buildings, newspaper offices, and public institutions that for architectural beauty cannot be excelled in the western hemisphere, but on the other hand the authorities did not wish to obliterate entirely the old city of Rio and so left the busiest business district untouched and here among the tangle of little narrow streets stand the banks and great commercial hous-

es, and through the center of this district runs the famous Rua Ouvidor, the best shopping street in the city, where every conceivable article can be purchased, and where all the types of Brazilian life are accustomed to meet and promenade.

There are a great many beautiful little squares and plazas in Rio as in all of these southern cities, and by the side of one of these is located the landing place where the passengers from incoming ships are landed in small boats, for the new harbor works are not yet completed and large ships are still compelled to anchor in the harbor.

We were considerably interested in the Brazilian warships which were

more important republics.

The discussion of international politics in this part of the world is most interesting, and involves not only local conditions and ambitions, but also extends to a lively consideration of the aspirations of other foreign powers. Of these supposed aspirations, perhaps the one most often referred to is the reputed desire of Germany for a controlling voice in the affairs of Brazil, and in many South American countries we have been told that the United States would some day be compelled to fight Germany or give up the Monroe Doctrine. It is pointed out that Germany has recently frightened all Europe by her war-like preparations, and particularly, by the extraordinary



MANQUE AVENUE.

moored just opposite the city, and which were very modern in appearance, the "Minas Geraes" being one of the largest battleships in the world. Several more huge warships are being constructed for Brazil and will soon be delivered, and there is much speculation in South America as to the necessity for the war-like preparations on the part of several of the

enlargement of her navy.

All of the European nations have been asking the question as to what plans Germany had in mind that made it necessary to build up such an armament. Then, the thickly populated condition of Germany is referred to, and it is pointed out that the German Empire is in need of some other place besides German Southwest Africa, to

send its future surplus population. At this stage of the argument, a map of the world is produced, and it is shown that German colonization on a large scale cannot be carried out advantageously in any part of the world under existing political conditions unless it be in Brazil. Great numbers of Germans are already in Brazil, several of the richest provinces being virtually controlled by them, and it is contended that the only thing that stands in the way of a great enlargement of German influence is the Monroe Doctrine, and it is, of course, claimed that the Armanent of Germany is being acquired for the purpose of knocking the Monroe Doctrine into a cocked hat. Of course, we have heard this story in the United States, and have failed to become very much frightened, but down here it seems to have made quite an impression on a number of people. The peculiar thing about it is the fact that every time we have heard the story we have been able to trace it to an English source, and we are reminded of the tactics of the British when they were afraid of the Russians. At that time they used all of their ingenuity to help along the misunderstanding between Russia and Japan, and their plans certainly met with success. Perhaps, now that they fear the growing power of Germany they are inclined to push forward this Brazilian story for a serious misunderstanding between Germany and the United States would be a great thing for England.

This continent seems to be an unhealthy place for presidents, for Brazil, like a number of the countries through which we have passed, is at present without a regularly elected president, the late chief executive having died some months ago and the new president not having yet been inaugurated.

The resources of Brazil are distributed through the republic in zones. At the north is the rubber country with Para as its chief export city. A little further south is the sugar district with Peruambuco as the principal port. Next comes the cotton belt which has contributed most to the building up of Bahia. The entire central zone is devoted to coffee and has as its most important places, Rio de Janeiro, San Paulo, and Santos. The

great southern section is given up to cattle raising and general agriculture, and Porto Alegre in the province of Rio Grande do Sul, is the most important export point. These zones and their cities are dependent for their prosperity entirely on their respective crops, and a crop failure means widespread suffering throughout the zone where it occurs.

The dependence upon a single crop is so great that the coffee zone was threatened with bankruptcy a few years ago, when the annual crop was twice as large as usual. This great production of coffee threatened to flood the markets and break the price of coffee so severely as to produce disaster to all of the growers.

The state of San Paulo floated a bond issue, a part of which was taken in the United States, and with the proceeds bought up half of the crop and stored it. A small amount is sold each year and some of the bonds are paid off, and in this way the abnormal crop was handled so as to prevent a break in the price of coffee.

In addition to these main products of the soil, there are the famous Brazilian diamond mines, and all through the interior there exists untold wealth in the shape of mineral deposits of all kinds, a very small proportion of which has yet been prospected. Iron ore abounds in tremendous masses in many places, but it is not being worked as yet nor are manufacturing industries being developed with the exception of a few undertakings.

Brazil is certainly a wonderful country of such large proportions as to be unwieldy at the present time from a governmental standpoint, but possessing great trade opportunities and extending much friendship to Americans and it is now perfectly safe for travelers to visit all parts of the country with the exception of the city of Para and the Amazon Valley, where yellow fever and other diseases have not yet been entirely stamped out. It seems certain that Americans as soon as they come to know the true conditions in Brazil will visit in increasing numbers this, the largest of the South American republics.

After having been in South America for so many weeks and having come to know the people somewhat, it is almost with a feeling of regret that

we are boarding the steamer at Rio bound for the Cape Verde Islands off the west coast of Africa and from there for Lisbon, Portugal.

The hospitality and kindness of the people of all of the South American cities we have visited has been very noticeable, and at every place we have stopped they have entertained us at the clubs, done everything they

could for our comfort and enjoyment, and treated us much like long lost brothers. We are leaving South America with memories of many pleasant hours, with great respect for the wonderful accomplishments of these republics to the south, and with a full realization of the unbounded opportunities that exist in this least known of the continents.









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